

REPORT
OF
THE COMMITTEE OF ENQUIRY
INTO THE EXPENSES
OF
THE LIFE INSURANCE
CORPORATION OF INDIA



PART 2

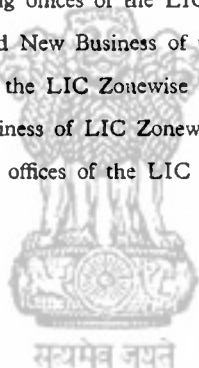
APRIL 1969

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सत्यमेव जयते

APPENDIX 1

(CHAPTER—INTRODUCTION)

(Copy)

*To be published in Part I, Section 1 of the Gazette of India Extraordinary,
dated 24th July, 1967*

GOVERNMENT OF INDIA

MINISTRY OF FINANCE

(Department of Revenue and Insurance)

Dated: 21st July, 1967

RESOLUTION

No. F.7(2)INS.II/67.—Expenses of management of the Life Insurance Corporation of India have been high, particularly recently. In view of the fact that economy in management is of utmost importance in life insurance, Government have decided to constitute a Committee to investigate this question in all its aspects and suggest measures for achieving economy. The Committee will consist of the following:

1. Shri R. R. Morarka—*Chairman*.
2. Shri Ravindra Varma—*Member*.
3. Prof. G. S. Diwan—*Member*.
4. Shri M. J. Rao (Office of the Controller of Insurance)—*Member-Secretary*.

2. The following will be the terms of reference of the Committee:—

To investigate into the causes of the present high level of expenses of the Corporation as indicated by its renewal expense ratio, and to recommend measures, administrative or otherwise to bring it down to reasonable levels so as to subserve the maximum interests of the policyholders.

3. The headquarters of the Committee will be at Bombay.

4. The Committee will start functioning from 21st July, 1967 and will submit its report within a period of six months from the date of its appointment.

(Sd.) P. GOVINDAN NAIR,

Secretary to the Government of India.

F. No. 7(2)INS.II/67.

New Delhi, 21st July, 1967.

ORDER : Ordered that a Copy of the Resolution be communicated to all concerned.

Ordered also that the Resolution be published in the Gazette of India for general information.

(Sd.) P. GOVINDAN NAIR,

Secretary to the Government of India.

APPENDIX 2

(Chapter I—Para. 1.9.25)

Various Cost Ratios of Divisional Offices of the Life Insurance Corporation of India

NORTHERN ZONE

Year		Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
<i>Ajmer D.O.</i>					<i>Chandigarh D. O.</i>				
1958	.	46.01	7.40	86.96	36.78	55.91	8.90	76.85	27.00
1959	.	32.94	7.70	69.69	17.13	44.95	9.20	72.57	23.14
1960	.	34.70	6.70	69.36	17.24	39.53	9.40	72.68	19.76
1961	.	35.71	9.50	68.97	18.88	39.28	12.54	73.57	20.91
1962-63	.	37.86	15.15	74.14	21.22	38.26	14.16	72.63	22.01
1963-64	.	35.23	10.15	69.51	19.30	33.95	13.59	74.94	18.79
1964-65	.	34.76	14.19	75.78	19.25	32.39	15.98	77.94	19.23
1965-66	.	33.32	16.08	74.93	19.31	33.24	18.52	89.36	23.71
1966-67	.	32.77	17.16	80.06	20.41	31.91	17.70	80.07	19.57
<i>Delhi D.O.</i>					<i>Jullundur D.O.</i>				
1958	.	39.56	0.00	68.33	20.69	66.62	14.43	77.98	29.40
1959	.	30.91	0.80	61.39	15.42	46.35	11.81	74.52	24.06
1960	.	28.53	3.30	61.66	15.04	40.48	7.43	69.81	20.96
1961	.	23.45	4.71	61.13	15.12	38.43	9.41	70.02	20.25
1962-63	.	21.35	5.96	54.28	14.63	38.05	12.09	70.18	21.52
1963-64	.	23.11	6.16	57.74	14.20	33.42	12.98	72.31	19.12
1964-65	.	22.32	9.48	64.77	14.15	32.45	17.19	81.33	19.26
1965-66	.	22.14	10.64	69.08	14.11	30.93	17.81	83.04	19.38
1966-67	.	21.20	9.00	62.17	14.94	31.13	17.37	81.87	19.26

APPENDIX 2—contd.

Various Cost Ratios of Divisional Offices of the L. I. C.

SOUTHERN ZONE

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
<i>Coimbatore D.O.</i>				<i>Hyderabad D.O.</i>				
1958 . .	49.88	7.61	68.59	28.59	55.24	21.16	75.13	33.91
1959 . .	40.45	8.06	68.64	20.84	39.11	3.28	66.50	18.64
1960 . .	35.24	8.45	67.76	18.41	35.41	6.14	66.74	17.62
1961 . .	30.19	6.60	63.07	16.55	33.27	5.63	64.24	17.34
1962-63 . .	28.93	8.70	63.14	17.01	32.33	7.15	66.38	16.65
1963-64 . .	27.51	8.46	62.84	16.19	27.99	3.20	59.69	14.67
1964-65 . .	27.37	11.54	67.95	16.59	27.55	2.52	59.77	14.00
1965-66 . .	27.40	12.16	68.05	17.00	25.02	2.93	56.36	13.85
1966-67 . .	27.42	13.36	68.99	17.61	24.29	5.09	57.38	14.15
<i>Machilipatnam D. O.</i>				<i>Bangalore D. O.</i>				
1958 . .	42.43	14.72	68.63	26.14	39.29	19.62	67.31	27.73
1959 . .	36.73	6.71	67.19	18.54	35.57	15.18	70.03	21.90
1960 . .	33.32	7.26	66.47	17.22	31.23	15.34	68.72	20.54
1961 . .	32.50	9.69	66.69	18.20	28.48	12.74	63.18	19.15
1962-63 . .	30.54	12.20	67.95	18.39	30.44	14.56	65.05	20.70
1963-64 . .	29.00	12.12	68.23	17.58	25.59	9.97	54.99	18.12
1964-65 . .	26.81	15.25	75.35	17.49	26.50	9.02	57.03	17.68
1965-66 . .	27.62	16.73	81.42	17.76	24.76	8.25	55.11	16.71
1966-67 . .	28.74	18.36	85.26	18.67	23.78	7.36	52.53	16.32
<i>Thanjavur D.O*</i>								
1962-63 . .	67.53	33.49	86.52	34.32				
1963-64 . .	29.58	11.91	65.33	18.58				
1964-65 . .	28.98	25.13	169.84	19.64				
1965-66 . .	31.16	31.03	3949.93	22.04				
1966-67 . .	32.59	32.54	7413.33	24.79				

*Divisional Office was opened in 1962-63.

APPENDIX 2—*contd.**Various Cost Ratios of Divisional Offices of the L.I.C.*

SOUTHERN ZONE (contd.)

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
<i>Madras D.O.</i>				<i>Madurai D.O.</i>				
1958 . . .	48.12	—0.98	63.71	28.46	51.04	12.89	70.12	30.79
1959 . . .	36.65	—2.70	60.54	18.05	39.89	5.99	66.56	20.70
1960 . . .	29.83	—2.17	54.46	16.18	34.30	9.17	66.62	18.89
1961 . . .	26.10	1.50	55.11	14.39	30.55	9.19	65.10	17.48
1962-63 . .	26.93	5.17	57.96	15.69	27.66	11.55	65.20	17.46
1963-64 . .	25.27	6.27	58.96	14.90	27.20	10.51	62.83	17.27
1964-65 . .	23.82	3.16	53.76	14.04	26.97	11.75	64.38	17.49
1965-66 . .	25.52	8.80	61.22	15.81	27.71	14.17	67.74	18.56
1966-67 . .	24.14	8.18	57.68	15.62	27.94	15.28	69.94	18.93
<i>Udipi D.O.</i>				<i>Trivandrum D.O.</i>				
1958 . . .	37.71	4.99	60.54	22.55	45.47	13.08	66.52	29.06
1959 . . .	33.48	2.85	63.47	16.32	36.56	1.43	61.80	18.98
1960 . . .	30.59	6.69	63.99	16.44	32.09	4.65	60.46	17.91
1961 . . .	29.42	6.07	60.60	16.78	28.92	5.58	57.58	17.40
1962-63 . .	28.80	8.68	61.00	17.69	28.66	6.99	58.36	17.63
1963-64 . .	27.60	9.19	62.44	16.81	25.79	7.30	61.81	14.91
1964-65 . .	25.25	14.16	74.91	16.33	24.94	10.21	63.66	15.75
1965-66 . .	27.76	18.83	94.24	17.74	24.31	11.80	65.29	16.13
1966-67 . .	29.53	20.56	95.31	19.26	23.25	13.23	69.48	15.98

APPENDIX 2—*contd.**Various Cost Ratios of Divisional Offices of the L.J.C.*

CENTRAL ZONE

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
<i>Agra D. O.</i>					<i>Indore D.O.</i>			
1958 . .	57.36	0.56	80.21	26.94	50.52	3.89	73.43	23.44
1959 . .	44.97	6.69	62.76	21.89	41.10	1.70	58.50	21.03
1960 . .	44.82	17.02	77.11	25.34	36.86	3.88	66.92	18.40
1961 . .	39.04	14.33	72.33	16.74	31.66	5.14	63.24	17.07
1962-63 . .	38.60	19.90	73.69	21.65	31.97	12.53	66.50	17.19
1963-64 . .	33.07	12.94	72.35	19.39	28.91	6.37	63.60	16.31
1964-65 . .	33.29	15.61	76.27	19.64	27.43	10.39	69.65	15.73
1965-66 . .	32.47	15.81	76.78	19.55	28.71	11.80	69.54	17.41
1966-67 . .	31.58	16.79	70.37	21.59	26.71	10.29	84.00	15.02
<i>Jabalpur D.O.</i>					<i>Lucknow D.O.</i>			
1958 . .	56.35	7.32	76.99	26.25	67.99	24.59	92.03	35.36
1959 . .	42.14	..	63.76	21.12	55.96	26.47	75.56	31.50
1960 . .	37.09	..	60.66	19.31	48.14	21.86	80.91	28.03
1961 . .	32.64	1.61	58.65	18.33	40.29	15.09	73.12	23.29
1962-63 . .	33.70	7.78	61.08	17.67	41.74	25.20	77.98	17.52
1963-64 . .	30.80	4.36	62.60	16.87	34.00	12.89	69.62	20.79
1964-65 . .	30.41	10.96	71.23	16.84	35.68	20.10	82.20	22.05
1965-66 . .	29.67	12.66	73.80	17.22	30.93	16.37	77.39	19.24
1966-67 . .	29.02	16.17	70.35	20.17	31.83	19.60	60.76	24.85

APPENDIX 2—contd.

Various Cost Ratios of Divisional Offices of the L. I. C.

CENTRAL ZONE—contd.

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	
Kanpur D.O.				Meerut D.O.					
1958	...	...	...	...	...	...	...	...
1959	40.28	...	68.70	15.33	...	...	...	...
1960	38.85	7.22	70.35	19.74	36.31	7.21	69.74	18.55	
1961	34.12	9.23	70.53	17.60	33.33	8.05	67.18	17.95	
1962-63	34.50	16.19	68.58	20.13	33.71	14.67	68.49	18.75	
1963-64	30.26	9.54	68.18	17.32	30.46	8.97	68.34	17.01	
1964-65	30.39	14.26	74.71	18.18	29.77	10.38	68.93	16.93	
1965-66	30.05	12.85	69.67	18.73	28.74	11.19	70.77	16.78	
1966-67	28.77	14.73	70.77	18.98	28.39	12.59	70.36	17.45	
Varanasi D.O.									
1958	60.86	7.94	82.93	31.02					
1959	50.06	11.76	73.60	26.95					
1960	44.21	11.93	74.94	22.99					
1961	39.24	8.46	68.57	21.09					
1962-63	39.42	19.56	74.04	21.55					
1963-64	35.35	12.79	70.86	20.44					
1964-65	33.76	15.94	73.83	20.81					
1965-66	35.77	18.83	79.91	21.97					
1966-67	34.52	19.32	70.52	24.48					

APPENDIX 2 (contd.)

Various cost ratios of Divisional Offices of the L.I.C.

EASTERN ZONE

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
<hr/>								
Calcutta D.O.				Asansol D.O.				
1958	60.29	58.83	82.98	40.87	70.69	39.90	88.49	37.08
1959	43.46	9.80	72.23	24.39	52.44	16.23	75.75	28.08
1960	34.41	10.34	70.75	22.21	43.65	13.72	73.18	23.62
1961	31.33	10.68	68.41	20.12	39.10	13.29	71.04	22.08
1962-63	31.57	14.91	71.12	20.82	36.68	13.64	68.85	22.10
1963-64	28.51	12.52	68.19	18.39	34.44	14.63	68.31	21.69
1964-65	25.91	11.47	65.82	17.52	31.69	14.12	71.86	19.65
1965-66	24.72	11.39	66.15	16.39	30.76	16.19	74.58	19.40
1966-67	24.26	12.24	68.68	16.67	31.09	19.65	85.69	19.49
<hr/>								
Jalpaiguri D.O.				Patna D.O.				
1958	76.13	53.92	94.15	39.17	79.25	67.63	100.34	47.61
1959	58.67	29.70	85.76	30.95	57.00	30.66	83.41	33.78
1960	55.40	32.33	88.08	31.54	49.97	24.96	79.92	29.85
1961	46.26	21.18	75.97	23.92	41.73	18.66	74.67	24.95
1962-63	34.74	18.54	73.28	24.74	41.81	23.13	79.37	26.28
1963-64	40.54	17.07	72.22	24.34	36.73	19.22	76.01	23.05
1964-65	39.00	19.18	78.14	23.79	35.00	19.63	77.05	22.60
1965-66	36.67	19.96	78.34	22.36	34.47	17.24	74.51	21.34
1966-67	34.39	20.80	78.87	22.09	36.23	19.03	77.22	22.34

[APPENDIX [2 (Contd.)

Various Cost Ratios of Divisional Offices of the L.I.C.

EASTERN ZONE (Contd.)

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
Mujaffarpur D.O.				Jamshedpur D.O.				
1958	86.67	88.04	105.84	45.96	62.97	24.00	81.47	34.02
1959	58.73	23.31	80.84	31.03	45.40	7.45	68.52	24.12
1960	48.71	16.98	77.13	25.17	39.93	11.50	70.88	21.75
1961	43.48	14.05	73.36	23.29	34.91	10.03	67.77	19.42
1952-63	48.35	26.90	84.93	28.05	32.16	12.93	68.50	19.57
1953-64	39.80	19.55	78.36	23.37	27.59	9.08	63.23	16.59
1954-65	40.35	21.08	79.64	24.11	28.71	11.17	64.76	17.87
1965-66	38.37	19.57	79.11	22.62	26.80	12.03	68.02	16.68
1966-67	39.34	21.08	81.17	23.36	27.15	14.40	71.55	17.82
Cuttack D.O.				Gauhati D.O.				
1958	72.74	47.50	90.29	41.42	88.86	94.79	101.92	47.64
1959	59.80	31.53	86.20	32.36	56.32	19.70	78.29	30.20
1960	50.30	23.56	80.86	28.12	45.10	14.28	70.04	26.75
1961	43.88	19.76	76.84	25.43	38.24	13.01	66.59	23.57
1962-63	40.90	23.21	82.26	25.11	36.44	13.83	67.30	22.64
1963-64	37.47	19.08	77.18	22.76	36.85	5.02	59.94	19.73
1964-65	23.23	16.80	73.45	20.98	31.81	10.42	66.44	20.98
1965-66	31.44	16.26	74.72	19.63	30.36	11.18	63.97	18.98
1966-67	33.67	18.75	76.45	21.69	28.15	15.80	74.64	18.27

APPENDIX 2 (Contd.)

Various Cost Ratios of Divisional Offices of the L.I.C.

WESTERN ZONE

Year	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
<i>Bombay D.O.</i>				<i>Ahmedabad D.O.</i>				
1958 . .	38.67	Minus	53.68	22.06	51.14	2.13	67.52	29.96
1959 . .	29.82	Minus	52.80	14.55	39.94	3.50	66.32	20.41
1960 . .	24.96	Minus	51.72	13.34	31.92	6.47	64.34	17.46
1961 . .	22.00	Minus	50.16	12.63	29.42	5.36	61.13	16.64
1962-63 . .	21.79	1.25	51.74	13.13	26.43	7.63	60.19	16.32
1963-64 . .	19.81	0.50	49.37	11.96	24.01	5.76	58.95	14.21
1964-65 . .	19.81	2.18	51.04	12.59	23.31	8.52	61.06	14.93
1965-66 . .	18.99	2.46	50.09	12.33	22.61	8.40	61.35	14.31
1966-67 . .	18.37	4.42	52.99	12.21	22.00	8.17	60.01	14.18
<i>Nagpur D.O.</i>				<i>Nasik D.O.</i>				
1958 . .	58.49	27.45	77.46	39.18	..	..	..	..
1959 . .	45.38	18.80	76.10	26.66	37.35	7.84	69.33	19.03
1960 . .	39.59	14.49	72.19	23.28	37.16	11.34	68.12	21.73
1961 . .	36.51	11.51	69.25	20.67	33.13	7.11	62.60	19.41
1962-63 . .	31.61	10.80	62.86	20.18	34.00	12.92	66.97	21.37
1963-64 . .	28.24	10.95	66.87	17.15	30.26	11.45	65.56	18.86
1964-65 . .	27.79	12.26	66.33	17.92	30.54	14.47	69.62	19.78
1965-66 . .	28.67	13.23	69.80	18.26	29.57	15.43	71.94	19.69
1966-67 . .	27.35	12.80	65.99	18.24	29.57	16.76	71.80	20.47

APPENDIX 2 (Contd.)

Various Cost Ratios of Divisional Offices of the LIC

WESTERN ZONE (Contd.).

Year		Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio	Overall Expense Ratio	Renewal Expense Ratio	New Business Cost Ratio	Renewal Cost Ratio
Poona D.O.					Rajkot D.O.				
1958	.	31.65	12.74	61.94	21.77	..	..	..	..
1959	.	42.35	20.39	75.26	26.88	36.40	Minus	61.01	15.69
1960	.	34.89	11.66	67.60	20.94	32.30	0.16	60.97	16.55
1961	.	32.59	12.72	67.81	20.22	29.35	4.53	58.84	16.77
1962-63	.	31.99	12.37	65.85	20.95	28.61	7.25	60.89	17.32
1963-64	.	27.98	10.38	62.81	17.91	18.99	4.00	57.53	13.46
1964-65	.	28.11	12.71	64.27	18.56	25.89	9.78	64.20	16.11
1965-66	.	28.31	14.08	67.11	19.01	24.96	11.15	67.16	15.86
1966-67	.	27.03	15.43	72.22	18.77	24.45	12.70	68.78	16.39
Satara D.O.					Surat D.O.				
1958	.	..	..	..	..	49.58	8.10	67.56	30.65
1959	.	21.19	7.49	64.86	12.42	39.43	5.88	67.86	20.17
1960	.	23.40	7.51	57.62	15.11	32.33	5.76	63.17	17.87
1961	.	27.61	11.94	65.61	17.88	28.46	5.12	60.48	16.11
1962-63	.	25.35	18.05	67.57	15.73	27.96	6.71	60.76	16.53
1963-64	.	32.09	13.80	70.08	19.65	23.19	5.53	58.43	13.45
1964-65	.	31.98	15.67	73.26	20.18	23.16	7.30	61.25	13.99
1965-66	.	30.79	17.03	78.80	20.38	22.24	7.78	60.70	13.83
1966-67	.	29.92	17.17	76.72	19.82	21.41	7.98	60.14	13.72

APPENDIX 3
(Chapter II Part 2-2.1)

PREMIUM INCOME AND EXPENSES OF THE LIFE INSURANCE CORPORATION OF INDIA

(Amounts in Thousands of Rupees)

	1958	1959	1960	1961	1962-63 15 Months	1963-64	1964-65	1965-66	1966-67	1967-68
Completed Business	344,68.00	439,17.00	497,54.00	608,82.00	745,96.00	702,76.00	701,08.00	797,79.00	770,27.00	844,51.18
Premium Income :										
First Year Premium	13,65.88	17,67.80	20,06.79	23,07.67	30,69.30	28,86.49	29,40.87	31,35.82	32,03.32	34,12.90
Renewal Premium	39,04.96	66,48.14	76,04.25	88,60.07	118,02.78	116,04.23	131,09.52	146,29.27	162,64.17	176,25.65
Single Premium	37.02	30.07	77.93	62.35	75.46	1,40.79	1,06.25	29.95	59.44	1,14.83
Consideration for Annuities granted	54.60	46.52	66.27	63.51	67.86	41.47	68.63	1,81.18	1,71.22	1,46.57
Total	73,62.46	84,92.53	97,55.24	112,93.60	131,05.40	146,72.98	162,25.27	179,76.22	196,98.15	213,00.95
Expenses of Management	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.	% to P.Yrs Prem.
(A) First Year's Commission	4,06,04 29.65	5,21,43 29.49	5,85,38 29.16	6,79,45 29.45	8,83,26 28.78	8,18,96 28.37	8,62,56 29.33	9,09,92 29.02	9,40,50 29.35	10,01,42 29.33
Bonus Commission to Development Officers	14,76 1.08	17,18 .97	21,94 1.09	22,42 .97	21,74 .71	20,55 .71	23,64 .80	25,50 .81	23,01 .72	15,06 .44
Total	4,40,80 30.73	5,38,61 30.46	6,07,32 30.25	7,01,87 30.42	9,05,00 29.49	8,39,51 29.08	8,86,20 30.13	9,33,43 29.83	9,63,51 30.07	10,16,48 29.77

	1	2	3	4	5	6	7	8	9	10	11
(B) Salaries (including all Allowances, P.F. Contributions etc. of Development Officers)											
Bonus to Development Officers	..	..	..	..	..	..	..	..	..	29.15	..
Conveyance Allowance to Dev. Officers & others	..	..	..	72.73	3.62	87.34	3.78	1,27.92	4.17	1,18.53	4.11
Travelling Expenses of Dev. Officers & others	79.87	5.84	93.55	5.29	39.08	1.95	46.26	2.00	77.37	2.52	63.07
Medical Fees	85.51	6.26	1,13.26	6.41	1,18.37	5.90	99.27	4.30	1,04.60	3.41	94.46
Advertisement	11.03	.81	22.02	1.25	13.75	.69	22.00	.95	35.98	1.17	34.55
Policy Stamps	13.53	.99	16.67	.95	19.88	.99	25.25	1.09	32.59	1.06	28.86
Motor Car Expenses	5.22	.38	7.43	.42	8.39	.42	10.84	.47	15.84	.52	15.27
Total	3,49.45	25.58	4,16.81	23.58	4,65.49	23.20	5,11.23	22.14	7,15.05	23.30	6,71.53
Total (A+B)	7,70.25	56.31	9,55.42	54.04	10,72.81	53.45	12,13.10	52.56	16,20.05	52.79	15,11.04
(C) Renewal Commission											
Compensation to Special & Chief Agents	6.55	.11	5.21	.08	4.71	.06	4.95	.04	3.64	.03	3.31
Total	2,51.38	4.27	2,93.94	4.42	3,42.04	4.50	4,15.80	4.69	5,24.37	4.41	5,25.63
Total	10,21.63	60.58	12,48.75	58.46	14,84.85	57.95	18,28.93	57.25	21,44.42	57.10	20,36.66
(D) Miscellaneous											
Compensation to Special & Chief Agents	..	..	..	..	..	..	..	..	..	..	..
Total	..	..	..	..	..	..	..	..	..	..	..

	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.	% to Ren. Prem.
Bonus to Development Officers	..	..	..	..	..	..	..	..	..	..	..
Conveyance Allowance to Dev. Officers & others	..	..	..	..	..	..	..	..	..	..	..
Travelling Expenses of Dev. Officers & others	79.87	5.84	93.55	5.29	39.08	1.95	46.26	2.00	77.37	2.52	63.07
Medical Fees	85.51	6.26	1,13.26	6.41	1,18.37	5.90	99.27	4.30	1,04.60	3.41	94.46
Advertisement	11.03	.81	22.02	1.25	13.75	.69	22.00	.95	35.98	1.17	34.55
Policy Stamps	13.53	.99	16.67	.95	19.88	.99	25.25	1.09	32.59	1.06	28.86
Motor Car Expenses	5.22	.38	7.43	.42	8.39	.42	10.84	.47	15.84	.52	15.27
Total	3,49.45	25.58	4,16.81	23.58	4,65.49	23.20	5,11.23	22.14	7,15.05	23.30	6,71.53
Total (A+B)	7,70.25	56.31	9,55.42	54.04	10,72.81	53.45	12,13.10	52.56	16,20.05	52.79	15,11.04
(C) Renewal Commission											
Compensation to Special & Chief Agents	6.55	.11	5.21	.08	4.71	.06	4.95	.04	3.64	.03	3.31
Total	2,51.38	4.27	2,93.94	4.42	3,42.04	4.50	4,15.80	4.69	5,24.37	4.41	5,25.63
Total	10,21.63	60.58	12,48.75	58.46	14,84.85	57.95	18,28.93	57.25	21,44.42	57.10	20,36.66

APPENDIX 3—contd.

(Amounts in Thousands of Rupees)

	1958	1959	1960	1961	1962-63 15 Months	1963-64	1964-65	1965-66	1966-67	1967-68										
	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.	% to FVP & Ren. Prem.										
(D) Salaries (in- cluding Allow- ances, P. F., Contributions, Overtime, etc. to Administra- tive Staff).																				
Class I	1,26.59	1.74	1,43.09	1.70	1,71.92	1.78	1,95.86	1.75	2,80.50	1.88	2,43.87	1.68	3,10.41	1.93	3,26.30	1.84	3,43.31	1.76	3,76.77	1.79
Class III	6,18.17	8.50	6,51.06	7.74	7,35.30	7.66	8,14.88	7.30	12,45.73	8.32	10,51.96	7.25	12,05.69	7.51	13,85.83	7.80	15,35.49	7.89	17,30.03	8.22
Class IV	71.78	.99	71.06	.84	84.54	.88	92.75	.83	1,38.19	.92	1,15.17	.80	1,37.51	.86	1,57.14	.88	1,78.18	.92	2,02.64	0.96
Transfer to Oriental Pen- sion Fund	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	49.36	.35	..	..
Bonus	40.91	.56	49.87	.59	55.59	0.58	59.47	0.53	66.09	0.44	95.55	0.65	1,04.33	0.65	1,08.76	0.62	1,39.47	.72	1,29.58	0.62
Gratuity	8.94	0.12	12.21	0.15	14.19	0.15	19.22	0.17	25.92	0.17	26.74	0.18	28.32	0.18	40.53	0.23	47.61	0.24	55.53	0.26
Law Charges	7.48	0.10	5.98	0.07	6.12	0.06	6.76	0.06	8.87	0.06	6.95	0.05	7.87	0.05	7.64	0.04	7.49	0.04	9.80	0.05
Receipts stamps	5.43	0.07	7.82	0.09	8.56	0.09	9.60	0.09	13.94	0.09	11.90	0.08	12.91	0.08	12.53	0.08	14.10	0.07	14.58	0.07
Bank Charges	10.51	0.15	8.38	0.10	8.87	0.09	9.29	0.08	12.94	0.09	10.28	0.07	10.86	0.07	12.29	0.07	11.67	0.06	12.14	0.06
Printing and Stationery	59.54	0.82	59.19	0.70	66.16	0.69	76.79	0.69	1,09.73	0.73	90.82	0.63	84.35	0.53	86.50	0.48	90.33	0.46	98.32	0.47
Postage, Tele- grams & M.O. Com- mission	52.16	0.72	56.71	0.67	61.23	0.64	68.34	0.61	96.14	0.64	87.59	0.69	89.17	0.56	87.80	0.49	90.09	0.46	90.49	0.41

	1958	1959	1960	1961	1962-63 15 Months	1963-64	1965-66	1966-67	1966-68											
Telephone charges	6.47	0.09	7.05	0.08	9.69	0.10	11.65	0.10	17.58	0.12	15.91	0.12	17.46	0.11	19.93	0.11	24.97	0.13	24.75	0.12
Electricity Charges	7.81	0.11	7.56	0.09	9.35	0.10	10.65	0.10	14.94	0.10	13.06	0.09	14.65	0.09	15.75	0.09	18.46	0.09	19.35	0.09
Tabulating Machine-Rental and Maintenance	13.27	0.18	14.31	0.17	17.51	0.18	27.70	0.25	53.40	0.36	46.97	0.32	53.65	0.33	62.94	0.35	73.56	0.38	94.30	0.45
General Charges	27.24	0.37	27.43	0.33	31.67	0.33	38.56	0.34	53.46	0.36	39.89	0.29	47.06	0.29	75.04	0.43	57.17	0.45	89.00	0.43
Auditors' Remuneration	2.50	0.03	3.48	0.04	3.48	0.04	3.48	0.03	3.96	0.03	3.96	0.03	3.95	0.02	3.92	0.02	4.32	0.02	4.21	0.02
Director's Fees	14	..	15	..	14	..	17	..	23	..	18	..	22	..	26	..	22	..	19	..
Rents of Office belonging to and occupied by the Corporation	24.96	0.35	28.68	0.34	35.74	0.37	38.73	0.35	52.60	0.35	48.45	0.33	61.55	0.38	67.19	0.38	72.22	0.37	83.90	0.40
Rents of other Offices occupied by Corporation	15.21	0.21	16.40	0.19	17.76	0.18	20.18	0.18	30.97	0.21	27.17	0.19	29.41	0.18	29.89	0.17	31.33	0.16	31.76	0.15
Depreciation on Furniture and Machinery, etc.	10.90	0.15	11.92	0.14	15.68	0.16	21.93	0.20	49.61	0.33	48.27	0.33	44.53	0.28	48.08	0.27	55.25	0.29	58.90	0.28
Buildings Department Revenue Expenditure	..	..	4.01	0.05	6.46	0.07	3.95	0.04	9.32	0.06	8.08	0.06	10.59	0.07	17.74	0.09	21.06	0.11	25.36	0.12
Fire Insurance	4.60	0.07	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
	11,14.61	1533-11,8636	14-08	13,59,96	14-15	15,20,96	13-70	22,84,12	15-26	19,92,77	13,75	22,74,49	14,17	25,67,06	14-44	28,95,56	14-87	31,51,51	14-98	

	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
Total Expenses of Management (A+B+C+D)	21.36.24	24.25.37	27.74.81	27.58.86	44.78.54	40.28.44	44.89.92	47.32.83	54.81.01	58.61.62
OVERALL EXPENSE RATIO	29.01	28.68	28.45	27.97	29.31	27.46	27.55	27.55	27.72	27.52
RENEWAL EXPENSE RATIO	15.46	12.92	12.90	12.42	14.13	13.46	14.09	14.69	15.91	15.90
NEW BUSINESS COST RATIO	71.64	68.12	67.60	66.26	68.05	66.10	69.16	69.96	72.13	71.25
RENEWAL COST RATIO	19.60	18.50	18.65	18.39	19.67	18.28	18.38	18.85	19.98	19.45

APPENDIX 4

(Chapter II—Para 2.5.12)

Premium Income and Revised Cost Ratios of various items of expenses of the Life Insurance Corporation of India

(Amounts in Thousand of Rupees)

	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
Completed Business . . .	344,68,00	429,17,00	497,54,00	608,82,00	745,96,00	702,76,00	701,08,00	797,79,00	770,27,00	844,51,18
PREMIUM INCOME :										
First year Premium . . .	13,65,88	17,67,80	20,06,79	23,07,67	30,69,30	28,86,50	29,40,87	31,35,82	32,03,32	34,13,90
Renewal Premium . . .	59,04,95	66,48,14	76,04,25	88,60,07	118,92,78	116,04,23	131,09,52	146,29,27	162,64,17	176,25,65
Single Premium . . .	37,02	30,07	77,93	62,36	75,46	1,40,79	1,06,25	29,95	59,44	1,14,83
Consideration for Annuities .	54,59	46,52	66,27	63,52	67,86	41,47	68,62	1,81,18	1,71,22	1,46,57

TOTAL . . .	73,62,44	84,92,53	97,55,24	112,93,62	151,05,40	146,72,99	162,25,26	179,76,22	196,98,15	213,00,95
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% Cost Ratios To Total First Year Premium (Revised)

GROUPS: A & B

	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
1. First Year Commission .	27.86	28.27	27.20	27.92	27.50	26.69	27.69	27.19	27.39	27.24
2. Bonus Commission to Development Officers . . .	1.01	.93	1.02	.92	.68	.67	.76	.76	.67	.41

3. Salaries (including allowances, P.F. Contributions, etc. of Development Officers)	10.59	8.89	8.98	9.05	9.98	10.32	11.72	12.61	13.37	13.15
4. Conveyance Allowances to Development Officer & others	5.48	5.07	3.38	3.59	3.98	3.86	4.17	4.01	3.98	4.10
5. Travelling Expenses of Development Officers & others			1.82	1.90	2.41	2.06	2.09	2.04	2.19	2.12
Total of (2) to (5) Procurement Staff Emoluments	17.08	14.89	15.20	15.46	17.05	16.91	18.74	19.42	20.21	19.81
6. Medical Fees	5.87	6.14	5.50	4.08	3.26	3.08	3.07	3.06	2.68	2.57
7. Advertisements	.75	1.20	.64	.90	1.12	1.12	.91	.74	.72	.54
8. Policy Stamps	.93	.90	.93	1.04	1.01	.94	.92	.96	.90	.90
9. Motor Car Expenses	.36	.40	.39	.45	.49	.50	.58	.65	.68	.77
TOTAL	52.85	51.80	49.86	49.85	50.43	49.24	51.91	52.02	52.58	51.83

% Cost Ratios to Renewal Premium

	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
GROUP-C										
Renewal Commission	4.16	4.34	4.44	4.65	4.38	4.50	4.39	4.39	4.49	4.42
Compensation to Special and Chief Agents	0.11	0.08	0.06	0.04	0.03	0.03	0.02	0.02	..	..
TOTAL	4.27	4.42	4.50	4.69	4.41	4.53	4.41	4.41	4.49	4.42

APPENDIX 4--(contd.)

GROUP-D	1958	1959.	1960.	1961.	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
1. Salaries (including Allowances, P. F. Contributions, Overtime, etc. to Administrative Staff (Class I, III & IV)	11.09	10.19	10.17	9.77	10.44	9.62	10.19	10.39	10.45	10.84
2. Bonus and Free Insurance .	.56	.59	.57	.53	.41	.65	.64	.60	.86	.69
3. Gratuity . . . . .	.06	.14	.14	.17	.16	.18	.18	.23	.24	.26
4. Law Charges . . . . .	.10	.07	.06	.06	.06	.05	.05	.04	.04	.05
5. Receipt Stamps . . . . .	.07	.09	.09	.09	.09	.08	.08	.08	.07	.07
6. Bank Charges . . . . .	.14	.10	.09	.08	.08	.07	.07	.07	.06	.0
7. Printing and Stationery .	.81	.70	.68	.68	.69	.62	.52	.48	.46	.46
8. Postage, Telegrams and M.O. Commission . . . . .	.71	.67	.63	.61	.60	.60	.55	.49	.46	.42
9. Telephone Charges . . . . .	.09	.08	.10	.10	.11	.10	.11	.11	.12	.12
10. Electricity Charges . . . . .	.11	.09	.10	.09	.09	.09	.09	.09	.09	.09
Total Administrative Staff Emoluments (A.S.E.) .	11.83	10.92	10.88	10.47	11.01	10.45	11.01	11.22	11.80	11.79

11. Tabulating Machines— Rental and Maintenance.	·18	·17	·18	·25	·33	·30	·33	·35	·37	·44
12. General Charges . . .	·37	·32	·32	·34	·34	·29	·29	·42	·44	·41
13. Auditors' Remuneration .	·03	·04	·03	·03	·03	·03	·02	·02	·02	·02
14. Directors' Fees . . .	..	..	..	..	..	..	..	..	..	..
15. Rent of Offices belonging to and occupied by the Cor- poration . . .	·34	·34	·37	·34	·33	·33	·38	·37	·37	·40
16. Rents of other Offices occu- pied by the Corporation.	·21	·19	·18	·18	·19	·19	·18	·17	·16	·15
17. Depreciation on Furniture and Machinery . . .	·15	·14	·16	·19	·31	·33	·27	·27	·28	·28
18. Buildings Department Ex- penditure . . .	..	·05	·07	·04	·06	·05	·07	·10	·11	·12
TOTAL . . .	15·14	13·97	13·94	13·55	14·32	13·58	14·02	14·28	14·85	14·88
O E R (Overall Expense Ratio)	29·01	28·68	28·45	27·97	29·31	27·46	27·55	27·55	27·72	27·52
R E R (Renewal Expense Ratio)	15·46	12·92	12·90	12·42	14·13	12·46	14·09	14·69	15·91	15·90
N B C R (New Business Cost Ratio)—(Revised)	67·99	65·77	63·80	63·40	64·75	62·82	65·93	66·30	67·43	66·71
R C R (Renewal Cost Ratio) (Revised)	19·41	18·39	18·44	18·24	18·73	18·11	18·43	18·69	19·34	19·30

APPENDIX 5

(Chapter II—Para 2.6.2)

Statement showing (1) New Business Cost Ratios and (2) Renewal Administration Cost Ratios of various Divisions of the Corporation as worked out by Internal Audit Department and Accounts Department

NOTE :—For each Division, Ratios given on top are of Internal Audit Department and those given below are of Accounts Department.

WESTERN ZONE

DIVISION	New Business Cost Ratio					Renewal Adm. Cost Ratio				
	1962-63	1963-64	1964-65	1965-66	1966-67	1962-63	1963-64	1964-65	1965-66	1966-67
1. Bombay .	58.53 51.56	58.53 49.20	58.84 50.74	59.75 49.82	64.49 52.68	11.04 12.94	11.04 11.79	10.44 12.28	9.95 12.06	9.84 7.90
2. Ahmedabad	70.41 60.19	67.04 58.96	71.13 60.98	72.46 61.34	71.32 60.01	13.74 16.32	12.19 14.19	11.66 14.85	11.47 14.31	11.11 14.18
3. Nagpur .	69.45 62.86	78.23 66.87	72.71 66.33	79.81 69.30	77.29 65.99	15.44 20.18	12.95 17.15	14.66 17.92	15.73 18.26	14.61 18.24
4. Nasik .	75.66 66.97	74.76 65.54	80.93 69.68	87.19 71.96	88.66 71.80	18.16 21.37	14.99 18.86	15.37 19.77	15.40 19.69	16.28 20.47
5. Poona .	72.75 65.85	69.37 63.35	73.74 65.53	80.74 68.82	91.37 71.22	15.87 20.95	14.00 17.64	14.36 18.65	14.39 19.05	14.00 18.77
6. Rajkot .	71.91 60.59	71.42 57.53	77.90 64.20	86.31 67.16	91.59 68.78	14.76 17.33	11.43 13.46	9.14 16.11	11.71 15.86	12.70 15.39
7. Satara .	82.40 67.57	79.21 70.08	83.55 73.26	91.24 74.80	94.66 76.72	19.70 15.73	16.74 19.65	17.10 20.18	16.53 20.38	16.00 19.82
8. Surat .	68.60 60.76	66.95 58.32	70.99 61.25	72.61 60.70	68.54 60.14	12.83 16.53	10.84 13.45	11.19 13.99	11.20 13.82	12.05 17.72

APPENDIX 5—*contd.*

(Chapter II—Para 2.6.2)

CENTRAL ZONE

DIVISION	New Business Cost Ratio					Renewal Adm. Cost Ratio.				
	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67
1. Kanpur .	76.93 68.61	79.74 68.18	87.51 74.71	84.06 69.67	92.11 75.68	10.00 20.17	12.19 17.32	12.88 18.18	13.81 18.73	13.22 17.84
2. Lucknow	85.09 77.99	71.40 69.62	90.39 82.20	93.28 77.93	91.15 76.70	18.60 25.20	18.76 20.79	16.63 22.05	13.68 19.24	15.96 21.00
3. Agra .	83.20 73.70	85.22 72.35	88.32 76.27	90.55 76.78	94.53 75.91	17.35 21.93	14.26 19.39	14.46 19.64	14.59 19.55	14.78 20.17
4. Meerut .	75.92 68.50	76.57 68.34	76.00 68.93	80.98 70.77	86.03 72.63	14.93 18.76	14.10 17.01	13.69 16.93	13.67 16.78	13.39 16.85
5. Indore .	75.93 66.92	71.65 63.60	79.08 69.65	80.84 69.54	91.95 74.39	13.17 17.21	12.93 16.31	12.25 15.73	14.12 17.41	13.26 16.98
6. Jabalpur .	72.70 61.10	68.32 62.60	78.59 71.23	87.23 73.80	100.00 69.97	13.92 17.68	14.01 16.87	13.54 16.84	13.34 17.22	13.68 18.11
7. Varanasi .	81.72 74.08	75.09 70.86	83.46 73.83	92.28 79.91	91.23 78.08	11.80 21.59	19.09 20.44	16.66 20.81	17.59 21.97	17.61 22.37

APPENDIX 3—*contd.*

(Chapter II—Para 2.6.2)

EASTERN ZONE

DIVISION	New Business Cost Ratio					Renewal Adm. Cost Ratio				
	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67
1. Calcutta	81.29 71.12	81.31 68.19	79.18 65.82	74.87 66.15	89.12 68.75	15.21 20.82	13.11 18.39	13.03 17.52	13.43 16.39	11.61 16.67
2. Asansol	74.80 68.76	76.82 68.31	94.93 71.86	90.20 74.58	94.92 87.83	17.50 22.02	16.80 21.69	11.02 19.60	14.96 19.40	17.84 19.49
3. Cuttack	95.23 82.25	87.93 69.62	73.10 73.45	74.14 74.72	94.50 76.45	18.44 25.10	16.96 22.76	20.60 20.98	21.44 19.63	16.28 21.69
4. Gauhati	84.23 67.30	72.58 59.94	75.70 66.44	73.27 63.97	83.06 74.64	16.73 22.64	16.55 19.73	12.90 20.98	14.17 18.98	14.89 18.98
5. Jalpaiguri	81.93 73.28	79.40 72.22	85.34 78.14	90.01 78.34	103.30 82.05	18.20 24.74	18.16 24.34	15.23 23.79	16.75 22.36	16.01 22.09
6. Jamshedpur	76.33 68.50	72.11 63.23	79.66 64.76	76.28 68.02	87.67 71.55	15.66 19.57	12.75 16.59	12.41 17.87	14.02 16.68	14.32 17.82
7. Muzaffarpur	91.24 84.93	89.43 78.36	81.00 79.64	89.41 79.11	92.57 81.14	23.00 28.05	17.95 23.37	19.00 24.11	18.63 22.62	18.71 23.34
8. Patna	89.71 79.37	83.91 76.01	91.41 77.05	85.14 74.51	84.11 77.22	17.68 26.38	17.02 23.05	15.85 22.60	16.37 21.34	17.60 22.34

APPENDIX 5—*contd.*

(Chapter II—Para. 2.6.2)

SOUTHERN ZONE

Division	New Business Cost Ratio					Renewal Adm. Cost Ratio				
	1962-63	1963-64	1964-65	1965-66	1966-67	1962-63	1963-64	1964-65	1965-66	1966-67
1. Madras	65.24 57.96	67.24 58.96	70.68 53.76	N.A. 61.22	63.13 57.68	10.22 15.69	12.30 14.90	12.07 14.04	N.A. 15.81	14.25 15.62
2. Bangalore	71.70 65.05	68.78 54.99	61.83 57.03	66.42 55.11	74.97 52.53	16.60 20.70	14.62 18.12	18.15 17.68	18.42 16.71	16.17 16.32
3. Coimbatore	72.60 63.14	72.82 62.84	67.50 67.95	68.53 68.05	83.15 68.99	13.80 17.01	13.05 16.19	16.70 16.59	17.51 17.00	14.27 17.61
4. Hyderabad	72.57 66.38	68.57 59.69	62.65 57.77	62.20 56.36	74.89 67.38	13.07 16.65	11.76 14.67	14.60 14.00	14.55 13.85	12.14 14.15
5. Madurai	79.77 65.20	74.95 62.83	84.83 64.38	67.53 67.74	78.34 69.94	15.14 17.46	14.14 17.27	18.66 17.49	18.59 18.56	12.87 18.93
6. Machilipatnam	81.40 67.95	80.06 68.23	66.93 75.35	66.14 81.42	83.23 85.26	13.06 18.39	14.01 17.58	17.04 17.49	15.91 17.76	13.88 18.67
7. Trivandrum	64.42 68.36	69.70 61.81	63.35 63.66	64.76 65.29	94.00 68.38	14.93 17.63	12.11 14.91	15.39 15.75	15.56 16.13	12.17 15.98
8. Udipi	69.53 61.00	72.34 62.44	77.89 74.91	73.56 94.24	75.14 95.31	14.42 17.69	13.61 16.81	12.04 16.33	12.60 17.74	13.50 19.26
9. Thanjavur	79.77 86.52	74.91 65.33	78.58 169.84	90.00 3949.93	88.40 7413.33	15.14 34.32	14.83 18.58	13.79 19.64	15.00 22.04	15.40 24.79

APPENDIX 5—*contd.*

(Chapter II—Para. 2.6.2)

NORTHERN ZONE

Division	New Business Cost Ratio					Renewal Adm. Cost Ratio				
	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67
1. Ajmer	81.43	71.74	73.70	74.62	78.66	17.96	17.08	18.90	19.34	20.27
	74.14	69.51	75.78	74.98	68.06	21.22	19.30	19.25	19.36	10.41
2. Chandigarh	80.60	74.91	77.24	85.08	82.30	17.80	18.75	19.25	19.81	19.58
	72.63	74.94	77.94	89.36	80.07	22.01	18.79	19.23	23.71	19.57
3. Jullundur	70.44	84.33	85.06	83.03	83.25	21.24	13.83	16.86	19.37	19.28
	70.18	72.31	81.33	83.04	81.87	21.52	19.12	19.26	19.38	19.26
4. Delhi	66.36	81.20	68.41	66.65	67.28	13.46	8.15	13.86	14.37	14.22
	54.28	57.74	64.77	69.08	62.17	14.63	14.20	14.15	14.11	14.94

सत्यमेव जयते

APPENDIX G

(Chapter VII, Para. 7.1.3.)

Statement showing important items of expenses of management of the Life Insurance Corporation of India from 1958 to 1967-68.
(Amount in thousands of Rupees)

Particulars	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	
Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
TOTAL MANAGEMENT EXPENSES											
• 21,36.38 ..	27.74.78 ..	31,58.87 ..	44.28.54 ..	40.29.44 ..	44,69.92 ..	49,52.63 ..	54,61.01 ..	58,61.61 ..			
1. Salaries, etc. • 10,17.26	11,03.37	12,77.54	14,30.14 ..	21,09.01	18,79.78	21,87.04	24,72.68	27,57.23	30,09.86		
Corporation's contribution to Provident Fund	53.83	58.40	64.78	67.37	1,01.98	90.68	99.46	1,03.87	1,07.96	1,19.97	
Corporation's contribution to (Oriental) Pension Fund •	..	..	..	..	..	..	..	..	49.86	..
Staff Medical and Recreation Exp.	..	..	..	..	1.01	2.99	25.87	29.41	31.59	
Contribution to Staff Welfare Insurance Scheme • 4.60 ..	..	..	..	..	..	..	..	..	..	..
10,75.69 50.36	11,61.77 47.69	13,42.32 48.37	14,97.71 47.41	22,10.99 49.93	19,71.47 48.93	22,89.49 51.22	26,02.42 52.55	29,43.96 53.91	31,61.56 53.88		
Commission to Ins. Agents • 6,40.87	8,06.85	9,19.89	10,82.76	14,00.30	13,38.73	14,34.86	15,50.20	16,69.05	17,88.79		
Allowances and Commission • 10.00	3.33	2.82	8.43	3.68	2.56	2.54	1.62	1.50	1.34		
6,50.87 30.47	8,10.18 33.26	9,22.71 33.25	10,91.19 34.54	14,03.98 31.70	13,41.29 33.28	14,37.40 36.16	15,51.82 31.33	16,70.55 30.59	17,90.13 30.47		

Particulars	1950		1959		1960		1961		1962-63		1963-64		1964-65		1965-66		1966-67		1967-68	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
3. Rent for Offices belonging to and occupied by Corporation	24.94		28.89		35.93		38.40		52.65		48.44		61.61		67.49		72.47		84.24	
Rents for other offices occupied by the Corporation	15.25		16.40		17.80		20.20		30.97		27.17		29.41		29.89		31.33		31.76	
Electricity Charges	7.81		7.56		9.35		10.65		14.94		13.06		14.65		15.76		18.46		19.35	
	48.00	2.24	52.85	2.16	63.08	2.17	69.25	2.19	98.56	2.22	88.67	2.20	105.67	2.28	113.14	2.23	122.26	2.23	135.35	2.30
4. Postage, Telegram and Rev. Stamps	57.60	2.70	64.89	2.66	69.81	2.52	77.93	2.47	110.08	2.49	99.49	2.47	102.08	2.28	101.33	2.05	104.19	1.91	105.01	1.79
5. Travelling Expenses	37.90	1.77	38.73	1.59	47.54	1.71	57.25	1.81	93.84	2.12	78.68	1.95	83.77	1.87	90.60	1.83	99.18	1.82	106.83	1.82
6. Medical Fees	85.51	4.00	113.26	4.65	118.37	4.27	99.28	3.14	104.60	2.36	94.46	2.34	95.78	2.14	102.42	2.07	92.14	1.69	84.48	1.68
7. Printing and Stationery	59.53	2.79	60.75	2.49	66.14	2.38	76.80	2.43	109.80	2.48	90.85	2.25	84.43	1.89	86.62	1.75	90.48	1.66	98.56	1.68
8. Tabulating etc. Machines Rental and Service Charges	..	..	..	..	..	..	..	..	..	..	46.97	1.17	53.65	1.20	62.84	1.27	73.56	1.35	94.30	1.61
9. Advertisements	11.03	0.51	20.45	0.84	13.89	0.50	21.78	0.69	36.00	0.81	34.55	0.86	28.23	0.63	24.80	0.50	34.71	0.45	19.94	0.34

The expenses have been shown as a percentage to the total expenses.

APPENDIX 6A

(Chapter VII : Para. 7.9.4.)

Statement showing the Renewal Expenses Ratios of the various I. H. O. Units in India for the year 1963-64 to 1967-68.

Zone	Name of I.H.O. Unit.	Renewal Expenses Ratios					Remarks
		1963-64	1964-65	1965-66	1966-67	1967-68	
Eastern							
1.	Hindusthan Co-op., Calcutta	13.31	13.70	17.38	30.97	24.89	
2.	Aryasthan, Calcutta	29.58	30.24	..	..	..	Merged with other Units.
3.	National Insurance, Calcutta	13.77	16.49	22.80	23.68	28.22	
4.	Bombay Mutual, Calcutta	28.78	31.80	36.10	39.49	51.39	
5.	Calcutta Base Office, Calcutta	13.17	14.72	16.42	20.91	47.08	
6.	Railway Employees Prov. Insurance Society, Aldnapore	13.07	16.16	17.35	20.31	21.52	
7.	Metropolitan Group, Calcutta	19.14	24.65	29.09	33.14	32.05	
8.	National Indian, Calcutta	16.91	20.08	24.01	32.96	43.76	
9.	Arya Insurance, Calcutta	40.84	53.11	59.06	83.49	..	Merged with other Units.
10.	Eastern Railway Men's Co-op. Life Insurance Society, Chakradharpur	10.28	16.20	15.98	17.24	16.90	
11.	Railway Emp. Co-op. Insurance Society, Calcutta	20.75	23.45	28.03	29.45	..	
12.	Hindu Family Annuity Fund	18.11	19.40	11.24	22.27	21.87	

Zone	Name of I.H.O. Unit.	Renewal Expenses Ratios					Remarks
		1963-64	1964-65	1965-66	1966-67	1967-68	
13.	Indian Railway Employees Mutual Prov. Society, Calcutta	27.56	31.88	36.09	37.57	..	Merged with other Units.
14.	Eastern Railway Employees Co-operative Prov Insurance Society, Calcutta	24.53	29.40	..	..	..	Merged with other Units.
15.	Dominion Insurance, Calcutta	911.26	..	..	..	..	Merged with other Units.
16.	Policy Co-operative Insurance, Calcutta	16.39	22.00	21.75	25.51	..	Merged with other Units.
17.	Banga Lakshmi, Calcutta	60.65	74.88	90.85	476.54	..	Merged with other Units.
18.	Sunlife Canada, Calcutta	12.48	14.52	..	..	..	Merged with other Units.
19.	Prudential Assurance, Calcutta	14.70	14.90	..	..	..	Merged with other Units.
20.	Royal Group, Calcutta	14.38	15.94	..	..	..	Merged with other Units.
21.	Overseas Group, Calcutta	13.81	14.95	16.05	14.82	19.46	
22.	Ruby General, Calcutta*	..	9.54	90.74	19.80	30.49	
23.	Eastern Rly., Indian Rly., Employees Group, Calcutta	..	..	..	..	61.36	
24.	Railway Employees Co-op. Group, Calcutta	..	..	..	..	32.54	
<i>Northern</i>							
25.	Lakshmi, New Delhi	17.03	21.31	25.76	28.26	..	Merged with other Units.

26.	Bharat, Delhi	.	.	.	16.75	20.41	20.66	28.04	..	Merged with other Units.
27.	Bharat Base, Delhi	.	.	.	..	..	..	..	34.28	
<i>Western</i>										
28.	Group I, Bombay	.	.	.	15.50	17.53	19.60	22.85	23.40	Merged with other Units.
29.	Group VII, Bombay	.	.	.	15.66	..	..	..	..	Merged with other Units.
30.	Group IV, Bombay	.	.	.	16.46	..	..	..	..	Merged with other Units.
31.	Group II, Bombay	.	.	.	10.84	11.64	..	..	..	Merged with other Units.
32.	Group IX, Bombay	.	.	.	10.90	..	..	..	..	Merged with other Units.
33.	Group VIII, Bombay	.	.	.	17.03	20.30	..	..	..	Merged with other Units.
34.	Group V, Bombay	.	.	.	17.98	23.57	..	..	..	Merged with other Units.
35.	Group III and VI, Bombay	.	.	.	16.03	34.01	..	..	..	Merged with other Units.
36.	Group IV, VII and IX, Bombay	.	.	.	..	16.00	..	..	..	Merged with other Units.
37.	Group IV, VII, IX and X, Bombay	.	.	.	..	..	18.05	17.95	20.63	
38.	Group V and VII, Bombay	.	.	.	..	..	18.18	19.52	31.57	
39.	Group II, III and VI, Bombay	.	.	.	..	..	12.42	9.50	10.26	
<i>Southern</i>										
40.	I.H.O. Units, Madras	.	.	.	20.74	19.29	5.84	5.32	..	Merged with other Units.
	Overall	.	.	.	15.15	17.06	18.57	19.76	27.43	

*The wide fluctuations in premium income caused corresponding fluctuations in expense ratios.

APPENDIX 7

(Chapter VIII—Para 8.3.1)

No. 53(1)-Ins.(1)/57

GOVERNMENT OF INDIA

MINISTRY OF FINANCE

(Department of Economic Affairs)

NEW DEL

30th December,

ORDER

WHEREAS the Central Government is satisfied that for the purpose of securing uniformity in the scales of remuneration and the other terms and conditions of service applicable to certain classes of employees of insurers whose controlled business has been transferred to, and vested in, the Corporation, it is necessary so to do; and that in the interests of the Corporation and its policyholders a reduction in the remuneration payable and a revision of the other terms and conditions applicable to the classes of employees aforesaid are called for;

Now, THEREFORE, in exercise of the powers conferred by sub-section (2) of section 11 of the Life Insurance Corporation Act, 1956 (31 of 1956), the Central Government hereby makes the following order:—

1. Short Title

This order may be called the Life Insurance Corporation Development Officers' (Alteration of Remuneration and other Terms and Conditions of Service) Order, 1957.

2. Definitions

In this Order:—

- (a) "ACT" means the Life Insurance Corporation Act, 1956 (31 of 1956).
- (b) "CORPORATION" means the Life Insurance Corporation of India established under the Act;
- (c) "Development Officer" means a person whether designated by an insurer as Branch Manager, Branch Secretary, Assistant Branch Manager, Assistant Branch Secretary, Zonal Agency Manager, Superintendent of Agencies, Divisional Superintendents, Organiser or by any other name, who before the 1st day of September, 1956 was wholly or mainly engaged in the development of new life insurance business for the insurer by super-

vising, either directly or through one or more intermediaries, the work of person procuring or soliciting new life insurance business, and who was remunerated by a regular monthly salary; and who has become an employee of the Corporation under Section 11 of the Act;

but does not include any person now in the employment of the Corporation as Assistant Branch Manager, Branch Manager or in any higher capacity.

23. Duties of Development Officer

The duties of a Development Officer shall be to:—

- (i) develop and increase the production of new life insurance business in a planned way as far as may be practicable in the area allotted to him or in which he is allowed to work through the agents placed under his supervision by the Corporation;
- (ii) guide; supervise and direct the activities of all such agents;
- (iii) recruit and train new agents so as to develop a stable agency force;
- (iv) act generally in such a way as to activate existing agents and motivate new agents;
- (v) render all such services to policy-holders as conduce to better policy servicing;
- (vi) work in the area allotted to him as a representative of the Corporation to that area and perform as such representative such other duties as the Corporation may call upon him to do.

In the performance of his duties the Development Officer shall act in accordance with such directions and guidance as may be given by his superior officers from time to time.

4. (Development Officers may not engage themselves in certain activities)

The Corporation may in its own interests prohibit ²(Development Officers, from canvassing business, whether directly through their own agencies or indirectly through agencies in the name of their near relatives.

5. Scales of Pay and Allowances.

(a) All ³(Development Officers) shall be placed in the scale of Rs. 125—10—175—15—250—20—350—25—500:

Provided that such of the ⁴(Development Officers) whose total remuneration inclusive of dearness allowance, conveyance and other allowances, if any, did not exceed Rs. 150 per mensem on the 31st day of August, 1956, shall be placed in the scale of Rs. 75—10—125 until such time as they qualify themselves for the scale of Rs. 125—10—175—15—250—20—350—25—500 in accordance with the criteria laid down by the Corporation in this behalf;

¹ and ²—Approved by Government on 25-1-1962.

¹, ², ³ and ⁴—Approved by Government on 25-1-1962.

(b) In addition, all ¹[Development Officers] shall be entitled to dearness allowance according to the following scale:—

Basic Salary	Dearness Allowance.
Rs. 51 or more but less than Rs. 101	Rs. 50
Rs. 101 or more but less than Rs. 151	Rs. 55
Rs. 151 or more but less than Rs. 201	Rs. 60
Rs. 201 or more but less than Rs. 251	Rs. 65
Rs. 251 or more but less than Rs. 301	Rs. 70
Rs. 301 or more but less than Rs. 401	Rs. 75
Rs. 401 or more but less than Rs. 501	Rs. 80

²[c] All Development Officers shall be entitled to a minimum conveyance allowance according to the following scale:—

Basic pay per month	Conveyance Allowance per month
Rs. 165 or below	Rs. 60
Rs. 175—235	Rs. 85
Rs. 250—350	Rs. 115
Rs. 375—500	Rs. 150

6. Leave and retirement

³[In the matter of leave and retirement, Development Officers shall be governed by the Life Insurance Corporation (Staff) Regulations, 1960, as amended from time to time.]

7. Increments

(1) Increments in the scale of pay shall be granted to a ⁴[Development Officer] only after an overall appraisal of his work during the twelve months preceding the date on which the increments falls due.

(2) In appraising the work of ¹(Development Officer), the following factors shall be taken into consideration, namely:—

- (i) the volume of new business procured by or through the efforts of the ²(Development Officer): [Under this item will be taken into account not only the total sums assured, but also the number of lives assured and the increase in the volume of new business by or through the efforts of the ³(Development Officer)];
- (ii) the ratio of expenses incurred to the first year's scheduled premium income;
- (iii) the efforts made in recruiting, training—motivating new agents and in activising existing agents;
- (iv) the routine services rendered to policy-holders.

¹—Approved by Government on 25-1-1962.

[², ³ & ⁴]—Approved by Government on 25-1-1962.

(¹, ², ³).—Approved by Government on 25-1-1962.

(3) A ⁴(Development Officer) may be granted one or more increments in the scale depending upon his success under all the heads mentioned in sub-paragraph (2) taken together collectively but no increment shall be granted if the work is not upto an adequate standard.

(4) The decision of the Corporation as to whether the work of a ⁵(Development Officer) is upto an adequate standard or not shall be final.

8. *New Business Bonus*

New Business bonus may be paid ⁶(Development Officers) in accordance with such scheme as the Corporation may frame in this behalf from time to time.

9. *Promotion of ⁷(Development Officers)*

(1) Any ⁸(Development Officer) considered suitable for the purpose by the Corporation may be promoted as Superintendent, Assistant Branch Manager, Junior Officer or Branch Manager.

(2) Any ¹[Development Officer] may, with his consent, be appointed to do administrative work as an Assistant or Section Head on such terms as may be agreed upon between him and the Corporation.

10. *Penalties and termination of service:*

(a) In case of unsatisfactory performance of duties by a ²[Development Officer] or if, ³[Development Officer] shows negligence in his work or is guilty of misconduct or is otherwise incapable of discharging his duties satisfactorily, his remuneration may be reduced or his services may be terminated, after giving him an opportunity of showing cause against the action proposed to be taken in regard to him and after conducting such enquiry as the Corporation thinks fit.

(b) The services of any ⁴[Development Officer] may with the prior approval of the Chairman of the Corporation, be terminated without assigning any reason after giving the ⁵[Development Officer] three months' notice thereof in writing.

11. *Fixation of actual pay and allowance of a ⁶[Development Officer] in the scales prescribed.*

The actual pay and allowances admissible to any ⁷[Development Officer] under the scale of pay specified in paragraph 5 shall be determined in accordance with such principles as may be laid down by the Corporation by regulations made in this behalf under section 49 of the Act.

12. *Removal of doubts*

Where a doubt arises as to the interpretation of any of the provisions of this Order, the matter shall be referred to the Central Government, whose decision shall be final.

(Sd.) B. K. KAUL,

Joint Secretary to the Government of India.

[⁴, ⁵, ⁶, ⁷ & ⁸] Approved by Government on 25-1-1962.

[¹, ², ³, ⁴ & ⁵] Approved by Government on 25-1-1962.

[⁶ and ⁷] Approved by Government on 25-1-1962.

APPENDIX—8
(CHAPTER VIII—Para 8.4.1.)

FORM NO. 3052-A.

Date:

DEAR SIR/MADAM,

With reference to your application for the post of a Development Officer and the subsequent interview you had with us, we have pleasure in advising you that you are appointed as a probationary Development Officer and posted to our Branch No. . Please note that your employment as a Probationary Development Officer with the Corporation takes effect from and that it is not in continuation of any previous employment held by you in the Corporation or with any Insurer in any capacity.

Please note that you have been allotted Code No. which should be always quoted by you in all future correspondence with us as also on all proposal papers.

The terms of your appointment set forth hereinbelow are provisional and will be finalised after the expiry of your probationary period provided you have complied with all term and conditions of your appointment when a fresh letter of appointment confirming you as a Development Officer of the Corporation will be issued to you.

1. Probationary period:

Your appointment will be on probation till but the Corporation may, in its sole discretion, grant extension or extensions in your probationary period but the total probationary period including the extended probationary period shall not exceed 24 months from the commencement of appointment. During the probationary period, the appointment can be terminated by the Corporation at any time without previous notice.

2. Salary and Allowance:

A full and complete remuneration for all your services you will be paid during the period of probation the following remuneration:—

Salary	Rs.
D. A.	Rs.
C. A.	Rs.
E. A.	Rs.
H. R.	Rs.
Total	Rs. _____

3. Whole Time Employment:

You shall devote whole of your time and energy to organise the Life and General Insurance Business of the Corporation according to the instructions issued from time to time.

You shall not be a member of any political organisation or stand for election as a candidate to any of the Elective Bodies such as Panchayats, Municipalities, District Local Boards, University Senate or other similar bodies, Legislative Assemblies or Parliament or as a Director of any of the Joint Stock Companies or Banking Institutions (including Co-operative Banks except Corporation's Staff Co-operative Credit Societies).

You will not be allowed to undertake any part time studies unless sanctioned in writing by the authority competent to give such permission. Any pursuance of the part-time studies, if permitted, shall always be subject to office exigencies and no claim for leave either for preparation or for examinations shall be made on the ground that such part-time studies were undertaken by you on or prior to your joining the Corporation or that permission was given for the same by the authority competent to do so.

4. Headquarters and Area:

Your Headquarters will be at _____ and the area in which you will confine your operations during the probationary period as also after confirmation as Development Officer, is stated hereinbelow, until further instructions.

Area of Operations:

The Corporation may in its sole discretion curtail or enlarge the area of your operations or may appoint one or more other Apprentice or Probationary or other Development Officer or Officers in the area allotted to you.

5. Transfer:

You will be liable to be transferred to any place in India. From the date of your transfer you will not receive credit of the business canvassed by agents introduced by you or allotted to you as mentioned hereinafter. Subject to such conditions as may be stipulated you still receive credit of the business canvassed by the aforesaid agents before the date of your transfer.

6. Duties and Obligations:

Your duties are as follows: You will organise and develop the business of the Corporation in the area allotted to you, and for that purpose to recruit active and reliable agents drawn from different communities, trades and walks of life on such terms as may be stipulated by the Corporation from time to time and to train them both for canvassing new business and for rendering post-sales service. In addition to this, you will enthuse guide and assist the existing agents who may be allotted to you now and the agents who may be allotted to you hereafter.

You will take steps to ensure that the agents in your organisation conduct their work and/or business strictly in accordance with the Insurance

Act and Rules, and such Rules and Regulations as the Corporation may issue from time to time. You are required to study the appointment letter which we issue to our new agents, as also the Manual for Agents and the leaflet entitled "Hints to Agents". You are further required to carry out the instructions given from time to time through communications from the Central Office, the Zonal Office, the Divisional Office and the Branch Office.

After an agent has continuously worked for the Corporation for a period of 5 years and over and the Branch Manager is of the opinion that he is no longer in need of the help and guidance of any Development Officer, such an agent may be treated as a Direct Agent even if he has been recruited and trained by you.

You will, whenever called upon to do so, carry out investigation of claims and perform such other duties that may be assigned to you from time to time.

7. Tours:

If you are required by your Branch to undertake tours, you should chalk out a programme of the same and get it approved by your Branch Manager two months in advance. When you proceed on tour, you should adhere to the tour programme as far as possible, and if any change becomes necessary, you should advise it to the Branch Manager, stating the reasons for the change in the tour programme.

The main object of tours shall be to procure New Business, to activate the existing agents, to appoint new agents where such appointments are necessary and to tap the potentiality of the area. You will also contact the policyholders who have allowed their policies to lapse and guide them as to how to revive their policies.

You should see that the average cost of the tour does not work to more than Rs. _____ per thousand sum assured of completed business in each quarter of your appointment year.

The travelling allowance will be paid to you in accordance with the Rules of the Corporation framed from time to time governing the payment of such allowance. You will be intimated the current rules in this behalf separately.

Immediately on completion of a tour and within a period not exceeding three days, you will submit your tour report, in the prescribed form, with the relevant statements and the bill of expenses to the Branch Office.

8. Advance Deposits:

In respect of business procured by you, you should see that advance deposits, at least equal to the amount needed for issue of policy, are collected from the proponents and that all such amounts are remitted to the Branch Office immediately. While on tour, such collections may be remitted by M.O., or, if there is a Corporation's Collection Account in the town with any Bank, you should deposit the amounts immediately to the credit of the Corporation giving full details to the Bank regarding the manner in which these amounts are to be credited. If you collect any

amount as deposits towards the first premium you should always immediately issue receipts therefor in the prescribed form to the parties concerned. If any of your Agents whether recruited by you or allotted to you proceeds to conduct the medical examination of a proponent without first realising an advance deposit and if such a proposal does not result in a policy, the medical fees unnecessarily incurred will be debited to your account. You should instruct all your agents to insist on realising an advance deposit from the proponents before taking them for medical examination.

9. Record of Daily Work:

You are required to make daily entries in the prescribed form which shall give a complete record as well as the results of your daily business calls. This record must be presented to the Assistant Branch Manager (Adm.) or the Branch Manager or to the Assistant Branch Manager (Development) for inspection atleast once a week or at more frequent intervals if called upon to do so.

When you are on tour, you will make the entries in the Daily Record and on your return to the headquarters you will submit such record for inspection as stated above.

If your headquarters are not the same as the Branch Office headquarters, you will submit the Daily Records in such manner as you may be asked to by the Branch Manager.

You are also requested to fill in your Plan Book or Work Book in consultation with your Branch Manager or Assistant Branch Manager (Dev.) and see that the targets of work you set for yourself therein are reached.

10. Collection of Premiums:

Unless you are expressly authorised by the Corporation, you have no authority to collect premium, save the amount of deposit towards full first instalment of premium needed for issue of the policy, as stated hereinabove, in Paragraph 8.

11. Minimum Requirements for Confirmation:

Your confirmation shall be considered on the basis of your performance during the probationary period subject to the following conditions.

- (1) During the period, on the basis of which your confirmation would be considered, you will secure, through your agents, a minimum completed Life Business of Rs. _____ yielding a First Year's Scheduled Premium Income of not less than Rs. _____
- (2) The business should be spread over a number of policies and must be secured regularly through a net-work of dependable agencies.
- (3) At least four of your agents, appointed during the period, on the basis of which your confirmation is considered, should individually have put in during that period, the qualifying business (Rs. 40,000 urban or Rs. 20,000 rural each) on at least six different lives.
- (4) You will submit your Work Book regularly to your Branch Manager/Asstt. Branch Manager (Dev.).

- (5) You will satisfy your B.M./A.B.M. (D) with regards to your work habits and suitability for the job.
- (6) You will keep in constant touch with the Agents appointed by you or placed under your charge, properly guide and enthuse them and keep them active.
- (7) You should have undergone the completed training during your probationary period.
- (8) If any extension is granted to you in your probationary period, the minimum completed business and the schedule premium ranking for your confirmation will be those obtained by you in the last 14 months of your operation if the period of training falls within that period and only 12 months if your training period falls outside the same.

12. We hope you will be able to exceed the targets set out above at para 11(1). Your actual categorisation to be made after the expiry of the probationary period will depend upon the fulfilment of these targets and your record of post-sales service to the Corporation's policy-holders in the area allotted to you.

13. On the basis of the targets outlined in your Plan Book and your achievement in terms of new Life Business, the recruitment and training of agents and motivating old agents to increased activity, the Corporation reserves the right to review the results of your efforts any time and to take such action as may be called for in the circumstances.

13. General:

You have no authority to accept risks, grant credit or to bind the Corporation in any way. You are not permitted to advance premiums on behalf of the policy-holders or to have policies assigned to you or to any member of your family (i.e. wife, parents and children) by policy-holders who are not related to you. You are strictly forbidden to have any financial dealings with the Agents of the Corporation.

It is understood that your wife, your son, brother or any close relation of yours or any other member of your family living with you is not eligible for appointment as an agent of the Corporation, or any of its subsidiaries.

If you operate any benami agency in the name of any person or if you are found to pass on any business to any of your agents and derive any financial benefit for yourself from this, your services will be liable to be terminated.

You are not permitted to work directly or indirectly for any other insurer carrying on general insurance business you are also not permitted to work as an agent for the National Savings Organisation.

Your appointment shall be governed by the Staff Regulations of the Corporation as may be modified from time to time of which a copy is enclosed herewith. You are, required to conform to the Rules and Regulations of the Corporation and to carry out the instructions which may be issued to you by the Controlling Branch through its Officers from time to time.

You shall be required to contribute to the Provident Fund from the date of your confirmation in accordance with the Rules of the Corporation.

14. Please acknowledge receipt of this letter and signify your assent to the terms and conditions stated hereinabove within a week from now by signing the duplicate copy of this letter and returning the same to us through your controlling Branch.

Yours faithfully,



APPENDIX—9
(Chapter VIII—Para 8.4.3.)

DEAR SIR,

Further to our letter dated _____ appointing you as a Development Officer on probation, we have pleasure in confirming you in your appointment with effect from _____ on the following emoluments:

Basic Pay	Rs.	(with P.F.)
D. A.	Rs.	
Ad-Hoc D. A.	Rs.	
C. A.	Rs.	
TOTAL	Rs.	

Please note that your work will again be reviewed at the end of 12 months from the date of your confirmation and your future increment date will be

The conditions mentioned in the probationary letter of appointment relating to whole time employment, head quarters, area of operation, transfer, tours, advance, deposits, writing up of the plan books and maintenance of daily record of work etc. will continue to hold good.

You will be subject to our Staff Regulations (1960) now in force and as may be amended from time to time. A copy of the Staff Regulations (1960) may be collected by you from your controlling Branch Office.

The Corporation now looks forward to our justifying the confidence reposed in you by creating new agency force, giving them necessary training and motivating them as well as your existing agency organisation to higher achievement so as to procure a substantial volume of New Business.

We hope you will take active steps to put in a splendid performance during the current year and we wish you all success.

Please acknowledge receipt.

Yours faithfully,
Divisional Manager.

APPENDIX 10

(Chapter VIII—Para. 8.19.3)

Table giving Average Production per Development Officer

(In lakhs of pees)

Division	1958	1959	1960	1961	1962-63* (15 months)	1963-64	1964-65	1965-66	1966-67	1967-68
Northern Zone										
Delhi	.	6.5	6.9	6.9	7.0	8.0 (6.5)	6.6	5.9	6.9	7.9
Jullundur	.	7.0	7.2	7.7	6.9	7.3 (5.3)	5.5	5.0	5.4	6.9
Chandigarh	.	7.0	7.0	6.6	5.7	6.2 (4.9)	4.9	4.9	5.6	6.8
Ajmer	.	9.8	10.0	10.1	8.9	7.5 (5.8)	7.7	6.9	8.1	7.6
TOTAL	.	7.3	7.5	7.6	7.1	7.3 (5.6)	6.2	5.7	5.5	7.1
Central Zone										
Lucknow	.	4.3	5.6	6.5	6.3	7.3 (5.8)	6.0	5.5	6.3	8.1
Kanpur	.	.	5.8	6.1	5.8	5.5 (5.3)	5.8	5.5	6.5	7.2
Meerut	.	.	.	6.6	6.0	6.6 (5.8)	5.9	6.2	6.8	8.3
Agra	.	.	6.3	5.9	5.1	6.1 (4.9)	5.1	5.4	6.1	7.1
Varanasi	.	6.6	7.7	8.7	7.5	7.8 (6.0)	6.2	5.9	6.6	7.9
Indore	.	6.5	8.0	8.2	7.5	8.2 (6.8)	7.1	6.2	6.9	8.2
Jabalpur	.	7.4	8.6	8.3	7.9	8.3 (6.5)	7.1	6.4	7.1	7.2
TOTAL	.	5.6	6.7	7.1	6.5	7.2 (5.9)	6.2	5.9	6.6	7.7

Division 1958 1959 1960 1961 1962-63*
(15 months) 1963-64 1964-65 1965-66 1966-67 1967-68

Eastern Zone

Cuttack	3.7	4.5	5.6	7.2	6.4 (5.1)	6.0	6.0	7.2	6.8	7.2
Jalpaiguri	4.1	4.2	4.9	7.7	8.2 (6.0)	7.0	7.5	7.9	7.7	8.6
Asansol	4.3	5.6	7.2	7.4	7.9 (5.3)	7.0	6.1	7.1	6.8	8
Gauhati	4.9	6.6	7.4	8.1	8.5 (6.6)	8.2	7.8	7.0	7.2	7.9
Patna	5.3	6.8	7.6	7.4	7.0 (5.1)	5.4	6.2	9.0	8.9	9.7
Muzaffarpur	4.8	5.6	6.9	7.0	6.6 (4.8)	5.7	7.1	7.8	9.0	8.7
Jamshedpur	8.9	10.1	12.0	11.6	9.7 (6.9)	8.0	8.6	9.4	9.3	9.5
Cuttack	4.8	5.7	6.6	6.2	6.7 (4.6)	6.5	7.0	9.2	8.2	10.8

Total

4.3	5.3	6.4	7.5	7.1 (5.4)	6.5	6.6	7.7	7.5	8.2
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Southern Zone

Rangaore	8.3	8.6	7.9	9.2	10.5 (8.5)	9.7	9.3	10.7	11.4	12.9
Udipi	9.3	10.3	9.0	9.6	10.3 (7.7)	9.6	9.8	11.5	12.2	13.7
Hyderabad	6.9	9.1	8.8	7.7	10.5 (8.5)	9.3	7.9	9.7	9.9	9.7
Machilipatnam	7.2	9.9	9.1	8.1	7.8 (6.2)	6.6	7.0	8.7	8.6	8.3
Malras	6.8	8.8	8.2	9.2	10.0 (8.5)	9.8	9.4	10.9	11.1	11.9
Thanjavur	..	..	..	..	11.1 (9.4)	8.7	8.2	9.2	8.1	9.2

Madurai	7.8	10.0	8.2	8.7	9.6 (7.6)	8.7	8.9	10.1	11.0	10.6
Coimbatore	10.1	10.5	9.5	8.8	11.1 (8.3)	9.4	9.1	10.8	10.4	11.3
Trivandrum	7.8	9.8	10.5	11.4	12.5 (10.1)	9.1	8.7	9.3	8.1	11.4
TOTAL	7.9	6.8	8.9	9.0	10.3 (8.2)	8.9	8.6	10.1	10.1	10.5

Western Zone

Rejot	12.1	12.1	11.3	8.4	8.7 (7.1)	8.4	7.0	7.4	6.7	8.6
Ahmedabad	9.1	9.3	8.8	10.2	10.3 (8.4)	10.3	9.6	11.5	11.7	15.7
Surat	7.9	7.9	8.5	8.9	10.7 (8.4)	9.5	9.6	10.2	10.1	12.5
Bombay	11.4	10.6	9.8	9.0	10.6 (8.6)	10.5	11.5	14.0	12.9	14.2
Satara	7.3	8.3	9.0	7.7	6.7 (3.9)	7.5	7.2	7.9	8.1	8.9
Poona	7.5	8.3	7.8	7.1	8.2 (6.2)	7.5	7.4	8.1	7.2	9.4
Nasik	7.3	7.3	7.3	9.9	8.1 (5.5)	7.8	8.7	9.0	8.5	10.4
Nagpur	7.4	7.9	9.1	9.6	9.6 (6.3)	8.1	8.2	9.1	9.2	10.0
Goa	16.4

TOTAL	9.5	9.5	9.2	8.9	9.6 (7.5)	9.4	9.6	11.2	10.6	12.4
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TOTAL IN INDIA	6.5	7.5	7.8	7.9	8.4 (6.6)	7.5	7.4	8.6	8.3	9.3
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*Figures in brackets are the averages for the calendar year 1962.

APPENDIX II

(Chapter VIII—Para 8.19.9)

Percentage distribution of Development Officers according to business secured

Name of the Division	Upto 5 lakhs			Business over 5 lakhs to 9 lakhs			Business over 9 lakhs to 11 lakhs			Business over 11 lakhs to 20 lakhs and over					
	1955-56	1966-67	1967-68	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68			
Northern Zone															
Delhi	.	.	.	51.1	57.3	49.9	28.7	24.8	26.4	6.5	5.4	7.6	13.7	12.5	16.1
Jullundur	.	.	.	61.6	55.7	44.0	28.9	29.9	36.1	5.5	6.1	6.0	4.0	8.3	14.0
Chandigarh	.	.	.	57.2	61.0	40.0	32.7	30.5	36.9	4.0	3.0	8.4	6.1	5.5	14.7
Ajmer	.	.	.	27.4	41.0	36.5	44.4	39.6	37.9	8.5	7.7	11.0	19.7	11.7	14.7
Central Zone															
Lucknow	.	.	.	47.0	43.3	24.8	36.1	36.6	49.5	3.8	8.2	6.8	12.5	11.9	19.0
Agra	.	.	.	50.3	43.6	34.1	36.1	38.6	42.0	7.7	7.2	10.6	5.9	10.6	13.4
Meerut	.	.	.	39.7	41.4	23.8	43.4	39.3	45.0	4.2	8.9	10.6	12.7	10.4	20.6
Kanpur	.	.	.	42.4	40.5	36.5	48.9	42.5	38.0	5.9	7.0	11.0	8.8	10.0	14.5
Varanasi	.	.	.	41.2	46.1	32.5	42.8	39.0	39.3	6.0	5.6	8.0	10.0	9.3	20.2
Indore	.	.	.	37.7	35.9	25.2	38.7	50.8	46.6	9.0	4.6	10.5	14.6	8.7	17.7
Jabalpur	.	.	.	47.6	62.0	47.9	26.9	24.9	26.8	11.1	6.1	9.0	14.4	7.0	16.4

Eastern Zone

Calcutta	43.5	50.0	45.1	35.2	31.7	33.9	8.3	6.3	8.8	13.0	11.9	12.2
Jalpaiguri	31.3	36.8	21.7	38.8	34.9	42.4	13.8	11.3	17.0	16.3	17.0	18.9
Asansol	39.3	47.8	27.3	38.0	34.4	50.9	6.3	8.6	8.5	16.5	9.2	13.3
Gauhati	30.8	28.1	27.0	44.6	45.7	50.0	10.7	11.9	10.0	14.0	14.3	13.0
Pana	26.6	20.4	20.6	40.4	37.5	32.8	12.1	13.2	12.8	20.9	28.9	34.1
Muzaffarpur	26.4	27.4	29.7	43.9	33.1	32.9	10.1	13.7	10.3	19.6	25.8	27.1
Jamshedpur	14.3	19.4	25.0	35.8	33.5	26.8	4.3	10.8	10.2	45.7	36.3	38.0
Cuttack	25.4	30.9	22.6	48.3	38.1	38.7	8.8	12.4	15.1	17.6	18.6	23.6

Southern Zone

Bangalore	8.0	6.6	2.6	40.6	35.2	27.6	16.2	18.9	15.2	35.2	39.4	54.7
Udipi	6.9	3.6	1.2	32.1	28.3	20.4	19.5	13.8	13.5	41.5	54.3	64.9
Hyderabad	14.9	12.4	13.9	42.0	43.1	37.5	14.5	11.3	13.6	28.6	32.2	35.0
Madras	14.2	7.2	6.3	34.3	33.3	31.0	18.0	15.3	19.0	43.5	44.2	43.8
Machilipatnam	19.3	18.4	20.4	44.0	43.9	43.7	19.3	15.4	15.3	17.4	22.3	20.8
Thanjavur	7.8	11.1	12.3	55.3	61.1	50.9	20.4	13.9	15.8	16.5	13.9	21.1
Madurai	2.4	4.6	3.8	42.4	28.5	32.3	22.4	26.9	21.0	32.8	40.0	43.0
Coimbatore	8.2	7.1	6.8	32.3	34.6	28.5	23.2	22.1	23.7	36.3	36.3	41.1
Trivandrum	17.5	22.2	30.9	44.9	44.1	42.5	17.0	14.3	15.6	20.7	19.4	11.0

Name of the Division	Upto 5 lakhs		Business over 5 lakhs to 9 lakhs		Business over 9 lakhs to 11 lakhs		Business over 11 lakhs to 20 lakhs and over								
	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68						
Western Zone															
Rajkot	.	.	.	35.7	43.2	33.0	40.4	40.7	38.8	10.3	5.9	9.1	13.6	10.2	19.1
Ahmedabad	.	.	.	8.7	6.8	5.7	40.8	37.3	17.9	11.9	16.8	19.8	38.6	39.1	56.6
Surat	.	.	.	10.2	14.6	13.3	37.3	33.6	21.7	15.2	16.4	16.7	37.3	35.4	48.4
Bombay	.	.	.	17.3	18.6	16.4	31.4	31.8	32.5	12.0	11.4	9.8	39.3	38.2	41.3
Satara	.	.	.	27.0	16.7	12.7	48.2	52.3	48.5	13.1	14.4	18.7	11.7	16.6	20.2
Poona	.	.	.	21.7	29.8	21.0	51.3	45.7	46.2	9.9	9.9	11.2	17.1	14.6	21.6
Nasik	.	.	.	25.6	22.1	11.3	39.0	48.0	39.1	9.8	9.8	16.4	25.6	20.1	33.2
Nagpur	.	.	.	21.0	19.3	14.5	37.0	43.6	40.5	16.0	13.6	13.8	26.0	23.5	31.2
Corporation															
Corporation as a whole	.	30.7	32.6	26.4	37.9	36.5	36.1	10.9	10.4	11.9	20.5	20.5	20.5	20.5	25.6

APPENDIX 12

(Chapter VIII—Para 8·19·12)

Development Officers Maximum, Minimum Business 1966-67 and 1967-68

Name of Divisional Office	1966-67				1967-68			
	Maximum		Minimum		Maximum		Minimum	
	Name of Development Officer	Sum Assured	Name of Development Officer	Sum Assured	Name of Development Officer	Sum Assured	Name of Development Officer	Sum Assured
Northern Zone								
Delhi	H. S. Sehgal	3527000	O. P. Pushkarna	88000	S. P. Bharta	4597725	R. C. Rastogi	42000
Jullundur	Dogar Singh	2220500	B. S. Bhullar	49500	S. D. Shastri	2799900	B. S. Bhullar	155500
Chandigarh	R. N. Sharma	2064000	J. K. Passi	13000	S. L. Mittal	2818000	Sh. Bodh Raj	50000
Ajmer	N. C. Solanki	3231000	P. N. K. Pandit	8000	N. C. Solanki	4311500	P. N. K. Pandit	..
Central Zone								
Lucknow	B. S. Agarwal	2315000	R. C. Shukla	102000	V. N. Kapoor	4243500	R. L. Deb	96500
Kanpur	O. P. Lal	2108000	L. P. Singh	190000	G. P. Gohai	3224500	B. B. Singh	140500
Meerut	J. C. Goyal	3017950	G. B. Gupta	Nil	J. P. Singhal	3445000	V. N. Mehrotra	138000
Agra	Rameshwar Rathi	2331000	R. C. Yadav	Nil	M. L. Agarwal	2047300	J. C. Goel	46500
Varanasi	S. R. Tiwari	2592000	B. N. Srivastava	62000	S. P. Tiwari	2280000	B. N. Srivastava	170500
Indore	O. P. Wadhwa	2405000	R. P. Dutaj	35000	O. P. Wadhwa	2705000	M. L. Tiwari	33000
Jabalpur	H. S. Kachar	2749500	S. S. Bansal	22000	H. S. Mochar	4512000	G. D. Agarwal	15000

1966-67

1967-68

Name of Divisional Office	1966-67			1967-68		
	Maximum	Minimum	Sum Assured	Maximum	Minimum	Sum Assured
Name of Development Officer	Name of Development Officer	Name of Development Officer	Sum Assured	Name of Development Officer	Name of Development Officer	Sum Assured
			Rs.			Rs.
<i>Eastern Zone</i>						
Calcutta	N. K. Das	K. J. Bose	8091000	T. P. Poddar	K. J. Basu	3335069
Jalpaiguri	A. K. Chakraborty	P. C. Ghosh	2452000	A. K. Chakraborty	S. C. Dhar	2724500
Asansol	T. N. Roy Burman	N. N. Manna	3521000	P. C. Goswami	N. N. Manna	3068000
Gauhati	S. Dutta	G. L. Thangsama	2307000	B. C. Roy	Mrs. R. L. Chakraborty	2472000
Patna	R. S. Agarwal	S. L. Kundra	4086000	J. P. Virmave	A. Saran	3618000
Muzaffarpur	R. K. Upadhyay	S. P. Singh	3832000	N. K. Sinha	G. P. Srivastava	3483500
Jamshedpur	K. N. Sharma	S. N. Taveri	2284000	P. Chakraborty	E. P. Roy	3037250
Cuttack	J. D. Chatterjee		2854500	P. Pradhan	A. K. Sen	4173000
<i>Southern Zone</i>						
Udipi	K. I. Shetty	G. Halaona	3386500	K. I. Shetty	B. Abdul Samad	3491500
Bangalore	M. K. Ramachandran	N. N. Srikanteswamy	2798500	P. Ramanathar	P. S. Nagarajan	3029100
Hyderabad	M. Sompath Rao	B. Vakkateswar Rao	2310000	M. Kesava Rao	K. V. Subba Rao	2528500
Machilipatnam	M. Lakshmiiah	D. Nagatasharam	2819000	M. Lakshminah	K. V. R. Swamy	2586500
Madras	S. R. Venkatraman	B. V. R. Naidu	2748000	P. Karalaraja	V. Radhakrishnar	3171000

Thanjavur	S.S.H.K. Suhara- vardi.	2155000	P. P. Viswanathan	170000	K. S. Ramaswamy	1304800	N. Verkata Rao	218000
Madurai	K. Syed Hussain	2178000	V. Chellan	315000	K. Syed Hussain	2332000	S. S. Moni	254500
Coimbatore	K. N. Vasudevan	4639350	K. B. Menon	53500	J. C. Nichani	5510500	M. Somasundaran	176000
Trivandrum	P. C. Thomas	2787000	T. T. Jacob	118500				
<i>Western Zone</i>								
Rajkot	J. D. Dholakia	2550000	T. B. Dhirwani	206000	J. L. Dholakia	3778000	B. N. Sheth	160000
Ahmedabad	V. T. Brahmohatt	3315000	J. N. Chauhan	313500	R. G. Thakkar	4576000	C. K. Kapadir	426000
Surat	H. K. Pachigar	3385000	M. N. Patel	142000	H. K. Pachigar	3882000	S. B. Patel	288000
Bombay	Y. A. Dalal	4978000	G. R. Vyas	1180000	K. G. Shah	3897000	G. R. Vyas	161000
Satara	A. V. Dhavale	1813000	K. N. Joshi	240000	P. B. Garf	2763000	K. H. Purandare	161000
Poona	C. K. Mulani	1653000	P. A. Chavan	160500	B. P. Shah	2302000	C. V. Bandekar	222500
Nasik	C. K. Agarwal	2065500	S. N. Pandit	246500	M. S. Shukla	2470000	H. S. Gujarathi	201000
Nagpur	O. P. Sangar	3412000	G. S. Bhide	170000	O. P. Sangar	3229750	H. S. Mhaisalkar	144500

APPENDIX 13

Chapter VIII—Para. 8.20.1)

SCHEDULED PREMIUM INCOME

Scheduled Premium Income is the first year's gross premium adjusted as per table below :—

Tables Nos.	Period	Credit
1, 2, 3, 4, 5, 6	15 years and over	100%
9, 10, 11, 12, 14	10—14 years	60%
15, 16, 17, 18, 19	5—9 years	30%
20, 22, 23, 24, 25	1—4 years	5%
26, 27, 28, 33, 34		
46, 47 and 48		
21, 35, 36, 37, 38	10 years and over	30%
39, 40, 41, 42, 45	1—9 years	5%
49, 50		
7, 8, 21, 43, 44 and 45	Single Premium	5%

APPENDIX 14

(Chapter VIII—Para 8-20.5)

Statement showing the Divisionwise Development Officers Distribution in Expense Ratio Basis for the year from 1965-66 to 1967-68

Name of the Division	Upto 15%		15% & over upto 20%		20% & over upto 40%		40% and over								
	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68	1965-66	1966-67	1967-68			
NORTHERN ZONE															
Delhi	.	.	.	17.2	16.8	12.0	16.3	14.4	7.8	48.6	44.4	43.1	17.9	24.4	36.5
Jullundur	.	.	.	9.3	14.8	11.1	11.0	10.0	9.4	53.1	46.6	41.3	26.6	28.6	38.2
Chandigarh	.	.	.	13.1	6.8	11.5	12.6	10.5	8.6	47.7	44.3	43.8	26.6	38.4	36.1
Ajmer	.	.	.	23.4	13.2	9.2	23.1	11.3	13.0	37.5	48.4	49.1	16.0	27.1	28.7
CENTRAL ZONE															
Lucknow.	.	.	.	10.1	10.1	15.6	14.4	13.9	7.3	54.8	54.4	46.8	20.7	22.6	30.3
Kanpur	.	.	.	12.8	11.6	16.1	15.5	11.0	8.8	54.5	52.1	43.0	17.2	25.3	32.1
Meerut	.	.	.	19.5	20.9	19.4	16.6	10.8	13.1	43.9	49.1	48.2	20.0	20.2	19.3
Agra	.	.	.	15.3	6.2	11.7	22.4	10.7	11.7	50.3	55.0	50.8	12.0	28.1	25.8
Varanasi.	.	.	.	12.9	10.0	10.2	17.5	8.5	10.8	51.0	55.0	53.8	18.5	26.4	25.2
Indore	.	.	.	15.2	16.4	11.0	16.8	8.7	11.0	56.8	74.9	59.1	11.2	..	18.9
Jabalpur	.	.	.	31.3	13.2	9.5	26.7	8.1	6.7	31.3	78.7	35.8	10.7	..	48.0

Name of the Division	Upto 15%		15% & over upto 20%		20% & over upto 40%		40% and over	
	1965-66 1966-67 1967-68		1965-66 1966-67 1967-68		1965-66 1966-67 1967-68		1965-66 1966-67 1967-68	
	1965-66	1966-67	1965-66	1966-67	1965-66	1966-67	1965-66	1966-67
EASTERN ZONE								
Calcutta	17.5	8.8	13.2	16.8	12.5	7.9	46.4	49.2
Jalpa guri	15.0	15.1	8.6	21.2	17.0	11.4	48.8	50.9
Asansol	17.9	7.3	6.7	25.9	19.6	16.3	40.4	46.6
Gauhati	18.7	20.5	12.6	25.5	26.6	11.3	46.9	46.7
Parna	19.4	30.3	21.6	26.6	20.4	18.9	38.7	38.2
Muzaffarpur	21.0	18.0	14.2	25.9	17.3	14.2	47.5	48.9
Jamshedpur	24.6	26.5	21.3	30.4	27.6	20.4	39.2	42.5
Cuttack	16.5	15.4	17.0	13.9	17.5	14.2	45.6	48.5
SOUTHERN ZONE								
Bangalore	44.9	36.8	32.2	25.4	35.2	30.7	27.9	25.9
Udipi	57.2	57.8	50.2	25.8	20.5	26.0	15.7	20.5
Hyderabad	40.0	34.0	23.2	22.4	23.1	22.2	34.3	37.4
Madras	44.0	40.8	39.2	32.2	23.2	24.5	22.9	34.5
Machilipatnam	31.2	26.1	16.8	28.3	20.1	16.4	35.8	46.6
Thanjavur	12.6	7.5	4.6	24.3	15.9	13.9	53.4	63.6
Madurai	32.8	26.2	18.8	39.2	33.8	31.5	28.0	36.9
Coimbatore	35.9	29.2	18.9	30.5	28.8	22.9	31.3	37.7



Trivandrum	29.5	20.6	7.4	28.7	25.5	16.2	38.5	46.1	55.0	3.3	7.7	21.4
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WESTERN ZONE

Rajkot	31.0	16.2	17.3	26.2	20.3	18.2	37.3	51.7	50.4	5.5	11.8	14.1
Ahmedabad	39.9	36.6	35.4	24.3	22.8	24.4	32.5	38.7	36.5	3.3	1.9	3.7
Surat	.	.	.	.	57.7	44.8	43.3	17.8	22.4	24.2	23.7	28.4	30.0	0.8	4.4	2.5
Bombay	.	.	.	.	49.7	45.8	34.7	24.3	20.4	24.0	25.8	29.5	37.2	2.2	4.3	4.1
Satara	.	.	.	.	23.4	23.5	13.4	20.4	23.5	23.9	45.3	47.0	55.2	10.9	6.0	7.5
Poona	.	.	.	.	23.9	19.3	15.4	25.9	22.0	14.7	43.0	50.7	55.9	7.2	8.0	14.0
Nasik	.	.	.	.	13.4	12.4	12.9	32.9	18.6	22.9	43.9	52.9	54.2	9.8	16.1	10.0
Nagpur	.	.	.	.	33.3	26.6	16.9	26.5	22.3	23.5	33.4	42.5	50.7	6.8	8.6	8.9

CORPORATION AS A WHOLE

APPENDIX

(Chapter IX—

Zonewise statement giving number of Agents who completed New

ZONE	Active Agents but not qualified		Completed minimum business quota but less than Rs. 50000		Completed business of Rs. 50000 and over but less than Rs. 1 lac		Rs. 1 lac and over but less than Rs. 2 lacs	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	U	R	U	R	U	R	U	R
NORTHERN	6547	6743	660	1724	1341	1328	933	887
CENTRAL	3765	5930	714	2870	1154	1698	787	1045
EASTERN	7055	8527	2379	6062	2257	2469	1107	1438
SOUTHERN	7920	17357	1075	6839	1929	3947	1121	2247
WESTERN	11002	6198	1761	3178	2969	1750	1834	1236
TOTAL	36289	44750	6589	20673	9650	11192	5782	6853

Para 9.3.7)

Business in different slabs in Urban and Rural Sectors

Period 1-4-67 to 31-3-68

Rs. 2 lacs and over but less than Rs. 3 lacs		Rs. 3 lacs and over but less than Rs. 5 lacs		Rs. 5 lacs and over but less than Rs. 10 lacs		Rs. 10 lacs and over but less than Rs. 15 lacs		Rs. 15 lacs and over but less than Rs. 20 lacs		Rs. 20 lacs and over		Total No. of qualified Agents (Total of Cols. 2 to 10)	
(5)		(6)		(7)		(8)		(9)		(10)		(11)	
U	R	U	R	U	R	U	R	U	R	U	R	U	R
266	251	148	146	57	38	8	1	1	..	1	..	3415	4375
228	345	134	153	48	51	7	4	1	3	..	..	3073	6169
294	411	168	206	58	57	11	7	1	..	3	2	6278	10652
276	607	196	268	55	62	11	2	4	..	2	1	4669	13973
544	319	347	165	178	63	29	6	5	1	..	..	7670	6718
1608	1933	993	938	396	271	66	20	12	4	9	3	25105	41887

APPENDIX—16

(CHAPTER IX—PARA 9.10.1.).

LIFE INSURANCE CORPORATION OF INDIA

DIVISIONAL OFFICE

Branch Office Address.

Date

19 .

DEAR SIR/MADAM,

Re : Your application for Agency/Agency Code No.

With reference to your application dated since you are holding licence No. effective from from the Controller of Insurance we have pleasure in appointing you as an Agent of the Life Insurance Corporation of India (hereinafter called "The Corporation") at in the District of within the jurisdiction of Branch as from

Your appointment as an Agent is subject to the conditions hereinafter stated:

1. You are required to complete in each agency year, an aggregate minimum business as stated hereunder:—

- (a) If you are working in a City or town group with a population of one lakh or over according to 1961 Census. Rs. 40,000 sum assured under life insurance policies on six different lives or general insurance premium income of Rs. 4,800 or combination of life and general insurance business deemed equivalent.
- (b) If you are working in any other place. Rs. 20,000 sum assured under life insurance policies on six different lives or general insurance premium income of Rs. 2,400 or combination of life and general insurance business deemed equivalent.

NOTE : (1) For purpose of this clause and Clause 2, general insurance premium income of Rs. 120 is deemed equivalent to Rs. 1,000 life sum assured.

(2) The first agency year will be a period of 12 months commencing from the date of appointment. Provided, however, that where such period ends on a date other than the last date of a calendar month then the first agency year will be deemed to end on the last day of that calendar month. Accordingly the first year of your agency will end on

(3) The subsequent agency years are the successive period of 12 months from the end of the first agency year.

2. If you fail to complete the requisite volume of business specified in clause (1) above in any agency year, your agency will stand automatically terminated from the beginning of the agency year following, provided however, that

(a) If you had completed the requisite volume of business specified in clause (1) above in the preceding agency year and have also completed during the current agency year:—

(i) if you are working in a city or town group with a population of 1 lakhs or over according to 1961 census an aggregate business of Rs. 10,000 life sum assured or over, or Rs. 1,200 general insurance premium income or a combination of life and general insurance premium income or a combination of life and general insurance business deemed equivalent.

or

(ii) if you are working in any other place, an aggregate business of Rs. 5,000 life sum assured or Rs. 600 general insurance premium income or a combination of life and general business deemed equivalent.

or

(iii) if you show valid cause for your failure to complete the requisite volume of business to our satisfaction (of which we shall be sole judges).

the agency will stand renewed.

3. In computing your business for purposes of Clause (1) or (2) above the business done by you from any part of India will be taken into account; similarly for the purpose of computing New Life Bonus the first year commission earned on any policy introduced by you from any part of India will be taken into account.

4. As full compensation and remuneration for services of all kinds rendered by you to the Corporation with regard to your agency, you will be paid commission as per the schedule of commission rates in force from time to time (the current schedule of commission rates being given on the last page).

5. The statement made by you in answer to the various questions in the agency application form and the declaration made thereto shall be the basis of this contract, and if any untrue averments be contained therein, this contract shall stand automatically terminated from the date on which the untrue averment comes to the knowledge of the Corporation.

5 (a). Your appointment as an agent will stand automatically terminated if at any time you become subject to any of the disqualifications enumerated below, as from the date of commencement of such disqualification:—

(a) If you are found to be a minor.

(b) If you become blind in both eyes or stone deaf or dumb.

(c) If you are an undischarged insolvent or are declared insolvent by a Court of competent jurisdiction.

- (d) (i) If you are found to be of unsound mind by a Court of competent jurisdiction;
- (ii) If you are found to be guilty of criminal misappropriation or criminal breach of trust or cheating or forgery or an abetment of or attempt to commit any such offence by a Court of competent jurisdiction within the preceeding five years or at any time hereafter;
- (iii) If in the course of any judicial proceeding it has been found that you have knowingly participated in or connived at any fraud, dishonesty or misrepresentation against an insurer or an insured.

6. The Corporation shall also have the right by written notice to you to forthwith terminate your appointment in any of the following events:

- (a) If in its opinion your conduct becomes such as to render you unfit to act as its agent;
- (b) If in its opinion you act in a manner prejudicial to the interests of the Corporation or to the interests of its policy-holders;
- (c) If evidence comes to the knowledge of the Corporation which in its opinion is sufficient to show that you have been allowing and/or offering to allow rebate of the whole or any part of the commission paid to you.

7. It is a condition of this appointment that if any relationship you may have or you may subsequently acquire with any of the Corporation's Development or Administrative Officers, staff Members or Medical Examiners or Agents or not disclosed to the Corporation and the decision of the Competent Authority for the continuation of the Agency in spite of such relationship obtained the Agency will stand terminated without notice.

8. On termination of your agency at any time and for any reason whatsoever, you will have no claim against the Corporation for remuneration or compensation except that you will become entitled to settlement of your account at the date of termination, and the benefits that may accrue to you in terms of Section 44 of the Insurance Act, 1938 as undernoted:

- (a) If you have served the Corporation as an agent continuously and without a break for at least 5 years, and policies assuring a total sum of not less than Rs. 50,000 effected through you are in force on a date one year before the termination of your agency and provided the termination of your connection is not occasioned by fraud, the Commission on renewal premiums payable will be according to the commission rates in force from time to time on the date of severance of your connection as an agent but in any case not exceeding 5 per cent.
- (b) In the event, however, of severance of your connection with the Corporation as an agent after you have served the Corporation continuously and without a break for an aggregate period of 10 years, the commission on renewal premiums

payable will be according to the commission rates in force from time to time irrespective of the volume of business to your credit, but in any case not exceeding 5 per cent, provided the termination of your connection is not occasioned by fraud.

- (c) In the event of your death, the commission as provided in (a) and (b) above would become payable to your heirs or nominee under Section 44(2) of the Insurance Act, 1938.

NOTE:—The term “TERMINATION” or “SEVERANCE” used in (a) and (b) above would relate to “TERMINATION” or “SEVERANCE” by reason of death also.

9. As an agent you are not authorised to collect moneys, accept risks or bind the Corporation in any way other than to collect the Deposit towards the First Premium and Fees in respect of life insurance proposals, as stated in the booklet entitled ‘Hints to Agents’** or to become an assignee except with the prior permission in writing of the Divisional Manager, under policies on the lives of persons other than your own or your very near relatives such as wife or minor children or major children if they are members of a joint family, or to get assigned to such very near relatives policies on the lives of persons other than their near relatives. You are also not authorised to collect or pass receipt for moneys paid towards premiums in respect of which remittances should be made to the Branch Office of the Corporation concerned, and receipt in the Corporation’s official form obtained.

You are also not authorised to grant credit, in respect of general insurance business, except strictly in accordance with instructions that may be issued to you. In respect of any unauthorised collections, you will be acting as an agent of the party concerned and not as an agent of the Corporation and you alone will be answerable to the party for the consequence of such unauthorised action.

The Corporation, may at its discretion, require you to collect renewal premiums from policyholders.

10. Further, in terms of the Insurance Act, 1938, an Insurance Agent is prohibited from allowing or offering to allow either directly or indirectly as an inducement to any person to effect or renew a policy of Life Assurance any rebate of the whole or part of the commission payable. An agent making default in complying with this provision will be punishable with fine which may extend to five hundred rupees. You should particularly bear this in mind.

11. You will not be entitled to commission on a policy taken out by you on your own life unless you have secured policies on 6 different lives excluding your own and you have been an insurance agent continuously from the time of your soliciting or procuring the first policy on each of such six lives or proposing for the policy on your own life, whichever is earlier, till the time when the policies on those 6 lives and the policy on your own life have all been issued.

**Nor or you authorised or allowed to advance premiums to the Corporation on behalf of Policy holders.

12. The Corporation will have a first lien and charge on all sums payable to you whether under this appointment or any previous appointment with Corporation or an Insurer or Insurers whose business has been taken over by the Corporation for recovery of any indebtedness due to the Corporation or the Insurer or Insurers as aforesaid and may apply any such sums directly towards realisation of such debts.

13. You are required to take out a licence under Section 42 of the Insurance Act, 1938, from the Controller of Insurance authorising you to work as an Insurance Agent, and further to get licence renewed in time as required under the Insurance Act, 1938. This is necessary to entitle you to solicit insurance business on behalf of the Corporation and also to receive commission in respect of the business already done. Any contravention of the provisions of the Insurance Act in this connection will render you liable to the penalties prescribed therein. The licence is required to be renewed in chain and without break and it will not be possible for the Corporation to entertain any business through your agency or to pay you any commission in respect of the business already done by you, during the period that you do not hold a valid licence. If such business is entertained by the Corporation through inadvertance, you will not be entitled to get any credit for such business (which will be treated as 'DIRECT' business by the Corporation) nor to any commission on such business.

If the agency licence is not renewed in chain from the date of expiry of the earlier licence, you will cease to be an insurance agent under the Insurance Act, 1938, and in that event you will be entitled only to the benefit mentioned in para 8 hereof which may have accrued to you on the date of expiry of the last licence.

14. You are being supplied with a booklet entitled "Hints to Agents" and you should adhere to all the instructions contained therein (or any modifications thereof as may be made by the Corporation from time to time) which are binding on you. You will also be required to comply with such other instructions as may be given to you from time to time.

15. In addition to securing new business, you are expected to see that the Policies you introduce are kept in force by payment of premiums on the due date to the Corporation. You should also maintain a record of the policies introduced by you with particulars of the dates on which renewal premiums fall due. A policy register for the purpose will ordinarily be supplied at cost by the Corporation as soon as you complete the minimum business you are required to procure as per terms hereof.

16. In case you shift your area of operation to the jurisdiction of another Branch in the Zone or outside the Zone by reason of permanent change in your residence, you should give due intimation to your controlling Branch about your change of address, as failure to do so without any valid reason may adversely affect your interests.

17. These terms of appointment as also the schedule of commission rates stated in the accompanying schedule may, however, be varied at any time by the Corporation giving due intimation in that behalf.

18. In addition to terminating your service for any of the reasons mentioned in the preceding paras 5, 5a, 6 and 7, the Corporation shall have the

right to terminate this appointment by giving you one month's notice to that effect and you also will have such right subject to the provision of para 8.

The terms and conditions which the Corporation may lay down from time to time with respect to the appointment of agents will be binding on you.

Yours faithfully,
Branch Manager

Please return the Second and Third Copies of this letter duly signed at page 4 to the Branch Office whose address is given above, signifying acceptance of your appointment as Agent of the Corporation.



Schedule of Commission Rates.

Commission rates in respect of Policies under various Assurance Tables classified according to Premium—paying periods.

Premium paying period		15 years & over		10 to 14 years		5 to 9 years		2 to 4 years	
Tables		On 1st year's Premium	On 2nd, 3rd and subsequent Premiums.	On 1st Year's Premium	On 2nd, 3rd and subsequent Premiums.	On 1st Year's Premium	On 2nd, 3rd and subsequent Premiums.	On 1st Year's Premium	On 2nd, 3rd and subsequent Premiums.
(i) 1, 2, 3, 5, 11, 14, 16, 17, 18, 19, 20, 22, 23, 24, 25, 26, 27, 28, 33, 34, 46, 47 and 48.	25	7½	7½ & 5	20 7½	7½ & 5	10	5	5	2½
(ii) 41 and 50	10	5	5	10	5	7½	5	5	2
(iii) 21 and 45	7½	2	2	7½	2	7½	2	5	2
(iv) 7, 8, 43 & 44	..	..	..	—	—	—	—	—	—

Commission will be paid at the following rates on policies issued under Table 58.

	<i>At the outset</i>	<i>After conversion</i>
First year's Commission	7½ of First Year's Premium.	Usual Rates applicable to the Limited payment Life or Endowment Assurance Scheme as the case may be.

Renewal Commission	3% of Renewal Premium	Do.
Bonus Commission	Usual rates which are common to all classes of assurances.	Do.

New Life Bonus

New Life Bonus at the following rates will become payable according to the rules of the Corporation.

First Year's Commission earned during agency year (excluding commission on single premiums and commission under deferred Annuity and Pure Endowment Policies)

New Business Bonus as proportion of the First Year's commission.

Rs. 400 or more, but less than Rs. 700	1/5th
Rs. 700/- or more, but less than Rs. 1000	3/10th
Rs. 1000 or more	2/5th

NOTE :—(1) Policies under Tables 1 and 2 effected at the proposer's age 56 or over will be treated as Policies whereunder premium ceases at age 70 for the purpose of fixing the premium-paying period.

(2) The ratios in the second column of the table giving the rates of New Business Bonus would be applied to the First Year's Commission mentioned in the first column.

Rates of Agency Commission payable for Different Classes of General Insurance Business.

Fire	15%
Motor	15%
Miscellaneous (excluding specialised classes)	15%
Engineering**	10 to 15%
Marine	10%
Earnest Money Bonds, Contract Guarantee and other Specialised classes	10%
Hire Purchase and Credit Guarantees	2 NO AGENCY COMMISSION

**Commission ranges between 10% and 15%.

(Chapter X—Para 10.2.3)

Lapses after payment of the First Instalment of Premium

Divisional Office	Ratios of Lapses after First Instalment of Premium to New Business (Based on Sum Assured)						
	1959	1960	1961	1962-63 (15 months)	1963-64	1964-65	1965-66
NORTHERN ZONE							
Delhi	13.77	21.97	25.89	16.40	17.53	15.20	13.84
Ajmer	29.10	36.76	40.73	14.22	26.78	26.01	27.84
Chandigarh	26.34	28.76	31.69	31.20	25.40	21.00	23.07
Jullundur	21.11	33.59	38.45	31.93	25.82	20.03	20.02
CENTRAL ZONE							
Kanpur	21.64	23.38	22.75	22.31	18.43	17.54	21.34
Lucknow	24.69	21.52	13.94	16.74	16.06	18.83	20.71
Agra	21.19	23.97	25.68	28.35	24.24	24.99	24.02
Meerut	21.37	25.46	20.13	21.24	18.60	14.74	18.56
Indore	15.96	20.43	23.12	20.53	18.21	19.61	11.18
Jabalpur	9.89	11.48	21.16	16.11	15.34	20.36	10.92
Varanasi	28.19	28.96	26.26	29.10	25.98	24.39	22.57
EASTERN ZONE							
Calcutta	20.41	21.13	20.82	17.80	16.42	11.75	9.18
Asansol	23.68	32.41	12.76	13.45	13.66	13.68	10.88

Chitrak	.	.	.	27.43	28.89	26.96	7.09	20.75	15.12	[13.32]
Gauhati	.	.	.	14.79	15.06	21.17	22.65	14.75	15.32	17.93
Jalpaiguri	.	.	.	21.32	10.07	22.76	13.64	22.35	15.87	23.26
Jamshedpur	.	.	.	10.11	28.38	27.10	17.29	12.17	NA]	11.81
Muzaffarpur	.	.	.	28.34	33.97	137.88	31.26	23.85	28.01	24.30
Patna	.	.	.	16.69	16.57	24.92	28.24	23.96	24.72	25.18

SOUTHERN ZONE

Madras	.	.	.	15.66	16.46	17.24	18.76	17.37	10.28	11.37
Bangalore	.	.	.	11.33	18.81	15.89	15.23	14.78	18.46	[12.26
Coimbatore	.	.	.	15.60	19.54	20.51	24.35	14.12	22.00	[22.45
Hyderabad	.	.	.	22.59	26.27	26.48	18.69	7.46	NA	NA
Madurai	.	.	.	26.00	24.43	13.79	16.26	14.86	15.54	16.39
Machilipatnam	.	.	.	28.05	31.93	31.97	25.94	22.61	10.56	13.38
Trivandrum	.	.	.	16.58	23.74	22.78	10.24	11.86	14.26	13.58
Thanjavur	.	.	.	..	..	..	24.23	23.56	NA	NA]
Udipi	.	.	.	15.55	22.91	21.96	22.95	18.57	9.42	9.64

WESTERN ZONE

Bombay	.	.	.	8.05	9.73	9.26	8.14	7.73	7.11	6.88
Nagpur	.	.	.	14.46	14.61	11.24	12.82	17.23	16.59	19.14
Nasik	.	.	.	17.52	19.91	21.14	19.25	25.43	25.78	21.83
Poona	.	.	.	15.00	19.17	21.06	18.79	16.95	17.86	15.27

Divisional Office	Ratio of Lapses after First Instalment of Premium to New Business (Based on Sum Assured)						
	1959	1960	1961	1962-63 (15 months)	1963-64	1964-65	1965-66
Bijapur	. . .	11.48	16.89	16.22	13.79	16.49	16.67
Ahmedabad	. . .	14.48	15.23	14.78	6.28	14.55	13.80
Bombay	. . .	18.04	23.19	20.10	28.89	19.97	19.13
Baroda	. . .	9.22	12.45	11.49	12.30	12.58	13.45
L.L.C.	. . .	18.02	23.05	18.51	16.50	15.57*	15.06

N/A—Not available.

*—Excluding Jamshedpur, Hyderabad and Thanjavur Divisional Offices.

@—Excluding Hyderabad and Thanjavur Divisional Offices.

APPENDIX 18

(Chapter X—Para 10.3.1)

1. Percentage of Lapses* after the payment of first and subsequent instalments, with YEARLY mode of payment of Premium, out of a new business sample, subdivided according to (1) Month of Issue; Peak (March or December) and Non-peak (other months), (2) Medical and Non-Medical and (3) Business pertaining to Divisions which are predominantly Rural and Urban Divisions.

Classifications	Number of instalments paid	
	1	2
Peak	10.78	7.04
Non-Peak	9.18	4.59
Medical	10.07	5.40
Non-Medical	10.75	8.96
Urban	6.34	5.33
Rural	16.97	7.44
TOTAL for all Classes of Business	10.21	6.14

*based on the number of policies

APPENDIX 19

(Chapter X—Para 10.3.1)

2. Percentage of Lapses* after the payment of first and subsequent instalments, with half-yearly mode of payment of premium, out of a new business sample, subdivided according to (1) Month of Issue; Peak (March or December) and Non-peak (other months) (2) Medical and Non-Medical and (3) Business pertaining to Divisions which are predominantly Rural and Urban Divisions.

Classifications	Number of instalments paid			
	1	2	3	4
Peak	19.45	7.98	3.99	3.47
Non-Peak	17.19	7.64	4.03	6.47
Medical	16.69	7.38	4.17	5.46
Non-Medical	22.86	8.83	3.67	2.54
Urban	12.25	6.63	3.53	4.33
Rural	23.51	8.74	4.37	4.65
TOTAL for all Classes of Business	18.62	7.85	4.01	4.52

* based on the number of policies.

APPENDIX 20

(Chapter X—Para 10.3.1)

3. Percentage of Lapses* after the payment of first and subsequent instalments, with Quarterly mode of payment of premium, out of a new business sample, subdivided according to (1) Month of Issue; Peak (March or December) and Non-Peak (other months), (2) Medical & Non-Medical and (3) Business pertaining to Divisions which are predominantly Rural and Urban Divisions.

Classifications	Number of Instalments paid							
	1	2	3	4	5	6	7	8
Peak . . .	31.31	7.75	3.62	4.91	2.43	2.11	2.24	2.82
Non-Peak . . .	26.50	7.70	4.71	3.80	2.36	2.05	2.25	1.44
Medical	27.90	7.64	4.40	4.98	2.41	2.20	2.58	2.07
Non-Medical . . .	31.72	7.85	3.59	3.90	2.39	1.95	1.86	2.68
Urban	24.39	6.76	3.84	4.67	2.28	2.06	2.39	2.17
Rural	34.91	8.74	4.24	4.30	2.53	2.12	2.10	2.54
TOTAL for all Classes of Bu- siness	29.56	7.73	4.03	4.49	2.40	2.09	2.24	2.35

* based on the number of policies.

APPENDIX 21

(Chapter X—Para 10.3.1)

4. Percentage of Lapses* after the payment of first and subsequent instalments, with *Monthly* mode of payment of premium, out of a new business sample, subdivided according to (1) Month of Issue; Peak (March or December) and Non-Peak (other months), (2) Medical and Non-Medical and Business pertaining to Divisions which are predominantly Rural and Urban Divisions.

Classifications	Number of Instalments paid					
	1	2 & 3	4 to 6	7 to 12	13 to 18	19 to 24
Peak	8.88	9.87	13.82	17.20	9.20	8.76
Non-Peak	12.16	11.26	5.86	12.83	9.63	5.93
Medical	11.94	9.45	6.47	19.33	7.33	4.55
Non-Medical	9.23	11.08	12.92	13.24	10.45	8.98
Urban	11.80	13.40	14.21	19.24	10.79	8.42
Rural	6.54	3.27	1.31	1.06	4.26	3.77
TOTAL for all Classes of Business	10.27	10.46	10.46	15.33	9.38	7.45

N.B.—The sample consists of policies other than those under Salary Savings Scheme.

* based on the number of policies.

APPENDIX 22(a)
(Chapter X—Para 10·6·1)

Zonewise Lapse Analysis

NORTHERN ZONE

Year of Issue :	Lapse Rate (%) at mean duration				Total 0—3
	0	1	2	3	
1958	0·9	17·5	11·1	6·5	36·0
1959	1·2	22·8	10·0	7·2	41·2
1960	0·8	26·2	12·9	7·5	47·4
1961	0·7	33·4	11·3	6·3	51·7
1962-63	2·3	26·3	10·6	5·4	44·6
1963-64	2·7	23·8	10·1	5·9	42·5
1964-65	2·7	22·9	9·8	5·9	41·3
1965-66	2·5	23·6	10·2		
1966-67	2·2	22·7			
1967-68	1·7				

APPENDIX-22 (b)
(Chapter X—Para 10.6.1)

Zone-wise Lapse Analysis

CENTRAL ZONE

Year of Issue	Lapse Rate 0	(%) 1	at mean 2	duration 3	Total C-3
1958	1.2	22.4	10.4	7.4	41.4
1959	1.5	23.5	12.1	6.4	43.5
1960	1.0	26.2	10.9	6.8	41.4
1961	1.3	26.4	11.3	6.7	45.7
1962-63	1.9	24.3	9.6	4.6	40.4
1963-64	2.1	24.6	8.9	5.0	40.6
1964-65	2.2	22.3	10.4	6.4	41.3
1965-66	2.4	20.9	9.4		
1966-67	1.8	21.4			
1967-68	1.6				

APPENDIX 22 (c)
(Chapter X—Para 10.6.1)
Zonewise Lapse Analysis
EASTERN ZONE

Year of Issue	Lapse 0	Rate (%) 1	at mean 2	duration 3	Total C—3
1958	2.3	23.1	10.3	2.5	38.2
1959	1.6	21.5	9.4	6.3	38.8
1960	0.8	23.2	10.5	5.0	39.5
1961	0.7	27.4	12.7	5.6	46.4
1962-63	1.2	22.0	11.9	4.1	39.2
1963-64	1.8	19.4	15.3	13.1	49.6
1964-65	4.0	28.0	18.3	9.7	60.0
1965-66	4.1	16.3	16.3		
1966-67	2.6	19.4			
1967-68	2.0				

APPENDIX 22 (d)
(Chapter X, Para 10.6.1.)

Zonewise Lapse Analysis

SOUTHERN ZONE

Year of Issue	Lapse 0	Rate (%) 1	at mean 2	duration 3	Total 0—3
1958	1.2	17.4	11.4	0.6	30.6
1959	0.8	20.3	8.9	3.6	33.6
1960	0.9	21.1	12.6	3.3	37.9
1961	1.0	19.9	11.1	1.6	33.6
1962-63	1.6	20.7	8.4	3.3	34.0
1963-64	2.5	21.1	8.5	3.7	35.8
1964-65	2.4	21.5	9.9	4.1	37.9
1965-66	1.2	20.3	9.7		
1966-67	1.0	20.0			
1967-68	1.4				

APPENDIX 22 (e)
(Chapter X—Para 10.6.1)

Zonewise Lapse Analysis

WESTERN ZONE

Year of Issue	Lapse 0	Rate (%) 1	at mean 2	Duration 3	Total 0—3
1958	0.5	11.4	6.6	5.1	23.6
1959	0.7	11.6	7.0	4.8	24.1
1960	0.6	12.8	7.8	5.3	26.5
1961	0.6	13.5	8.3	4.6	27.0
1962-63	1.0	13.1	7.6	5.0	26.7
1963-64	0.7	12.5	7.9	4.8	25.9
1964-65	0.8	12.5	7.5	4.8	25.6
1965-66	0.7	12.6	8.0		
1966-67	0.7	9.8			
1967-68	0.5				

APPENDIX 23

(Chapter X—Para 10.6.1)

NORTHERN ZONE

Net Lapses—Absolute Figures in Lacs of Rupees (percentage of Lapse to New Business are given in Brackets). Absolute figures for 1967-68 are not available. (The percentage for 1967-68 shown in brackets are Provisional).

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
DELHI	1958	1589	17 (1.1)	200 (12.6)	141 (8.9)	75 (4.7)	433 (27.3)
	1959	1886	24 (1.3)	289 (15.3)	153 (8.1)	98 (5.2)	564 (29.9)
	1960	2352	14 (0.6)	487 (20.7)	181 (7.7)	151 (6.4)	833 (35.4)
	1961	2902	23 (0.8)	734 (25.3)	252 (8.7)	165 (5.7)	1174 (40.5)
	1962-63	3097	59 (1.9)	588 (19.0)	254 (8.2)	130 (4.2)	1031 (33.3)
	1963-64	3228	58 (1.8)	607 (18.8)	255 (7.9)	171 (5.3)	1091 (33.8)
	1964-65	2807	53 (1.9)	429 (15.3)	219 (7.8)	52 (5.2)	30.2
	1965-66	3263	46 (1.4)	473 (14.5)	8.7		
	1966-67	3209	45 (1.4)	16.3			
	1967-68	3339	1.0				

APPENDIX 23 (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
AJMER . . .	1958 . . .	902	5 (0.5)	193 (21.4)	113 (12.5)	60 (6.7)	371 (41.4)
	1959 . . .	1252	11 (0.9)	364 (29.1)	128 (10.2)	136 (10.9)	639 (51.1)
	1960 . . .	1826	13 (0.7)	475 (26.0)	398 (21.8)	157 (8.6)	1043 (57.1)
	1961 . . .	2467	.. (0.0)	979 (39.7)	353 (14.3)	173 (7.0)	1505 (61.0)
	1962-63 . . .	2608	18 (0.7)	915 (35.1)	339 (13.0)	162 (6.2)	1434 (55.0)
	1963-64 . . .	2916	137 (4.7)	781 (26.8)	362 (12.4)	195 (6.7)	1475 (50.6)
	1964-65 . . .	2742	74 (2.7)	825 (30.1)	318 (11.6)	(6.4)	(50.8)
	1965-66 . . .	3231	84 (2.6)	1008 (31.2)	(11.6)		
	1966-67 . . .	2506	65 (2.6)	(26.9)			
	1967-68 . . .	2926	(2.3)				

APPENDIX [23 (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
AMBALA (Chandigarh)	1958 . . .	893	6 (0.7)	172 (19.3)	131 (14.7)	74 (8.3)	384 (43.0)
	1959 . . .	1036	19 (1.7)	302 (27.6)	123 (11.4)	83 (7.6)	529 (49.3)
	1960 . . .	1314	12 (0.9)	376 (28.6)	164 (12.5)	109 (8.3)	661 (50.3)
	1961 . . .	1854	13 (0.7)	584 (31.5)	228 (12.3)	132 (7.1)	957 (51.6)
	1962-63 . . .	2190	72 (3.3)	523 (23.9)	245 (11.2)	129 (5.9)	969 (44.3)
	1963-64 . . .	1877	38 (2.0)	512 (27.3)	195 (10.4)	124 (6.6)	869 (46.3)
	1964-65 . . .	1796	47 (2.6)	456 (25.4)	194 (10.8)	(6.8)	(45.6)
	1965-66 . . .	2027	47 (2.3)	511 (26.7)	(11.1)		
	1966-67 . . .	1909	42 (2.2)	(26.0)			
	1967-68 . . .	2439	(1.3)				

APPENDIX 23 (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
JULLUNDUR	1958	903	12 (1.3)	186 (20.6)	90 (10.6)	70 (7.7)	358 (39.6)
	1959	1196	12 (1.0)	282 (23.6)	139 (11.6)	74 (6.2)	507 (42.4)
	1960	1779	18 (1.0)	564 (31.7)	197 (11.1)	128 (7.2)	907 (51.0)
	1961	2385	31 (1.3)	913 (38.3)	250 (10.5)	141 (5.9)	1335 (56.00)
	1962-63	2563	97 (3.8)	723 (28.2)	269 (10.5)	146 (5.7)	1235 (48.2)
	1963-64	2277	46 (2.0)	546 (24.0)	228 (10.0)	116 (5.1)	936 (41.1)
	1964-65	1965	77 (3.9)	424 (21.6)	181 (9.2)	(5.6)	(40.3)
	1965-66	2116	91 (4.3)	493 (23.3)	(9.3)		
	1966-67	2127	62 (2.9)	(23.3)			
	1967-68	2643	(2.3)				

APPENDIX 23 (contd.)

CENTRAL ZONE

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
KANPUR	1958	1222					
	1959	652	12 (1.9)	181 (27.8)	104 (15.9)	24 (3.4)	321 (49.3)
	1960	959	11 (1.2)	224 (23.4)	57 (5.9)	55 (5.7)	347 (36.2)
	1961	1198	38 (3.2)	278 (23.2)	113 (9.4)	81 (6.8)	510 (42.6)
	1962-63	1556	40 (2.6)	361 (23.2)	128 (8.2)	78 (5.0)	607 (39.0)
	1963-64	1416	21 (1.5)	446 (31.5)	129 (9.1)	76 (5.4)	672 (47.5)
	1964-65	1223	13 (1.1)	280 (22.9)	119 (9.7)		(40.4)
	1965-66	1468	22 (1.5)	280 (19.1)			
	1966-67	1470	18 (1.2)		(21.4)		
	1967-68	1598			(1.3)		

APPENDIX 23 (contd.)
CENTRAL ZONE—(contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
LUCKNOW	1958	1222	10 (1·3)	307 (25·1)	128 (10·5)	75 (6·5)	526 (43·0)
	1959	992	10 (1·0)	261 (26·3)	89 (9·0)	67 (6·8)	427 (43·1)
	1960	1068	13 (1·2)	327 (30·6)	125 (11·7)	74 (6·9)	539 (50·4)
	1961	1321	13 (1·0)	370 (28·0)	221 (16·7)	103 (7·8)	707 (53·5)
	1962-63	1618	5 (0·3)	362 (22·4)	181 (11·2)	13 (0·8)	561 (34·7)
	1963-64	1407	66 (4·7)	388 (27·6)	77 (5·5)	35 (2·5)	566 (40·3)
	1964-65	1325	12 (0·9)	234 (17·7)	186 (14·0)	(3·8)	(36·4)
	1965-66	1460	60 (4·1)	364 (24·6)	(8·9)		
	1966-67	1554	17 (1·1)	(22·7)			
	1967-68	1953	(0·5)				

APPENDIX 23 (contd.)
CENTRAL ZONE (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
AGRA	1958 .	1339	13 (1.0)	250 (18.7)	165 (12.3)	88 (6.6)	516 (38.6)
	1959 .	1488	16 (1.10)	332 (22.3)	138 (9.5)	110 (7.4)	596 (40.1)
	1960 .	788	4 (0.5)	221 (28.1)	87 (11.1)	74 (9.4)	386 (49.1)
	1961 .	925	6 (0.8)	270 (29.2)	92 (10.0)	47 (5.1)	417 (25.1)
	1962-63	1172	28 (2.4)	312 (26.6)	113 (9.6)	60 (5.1)	513 (43.7)
	1963-64	1015	12 (1.2)	240 (23.7)	109 (10.7)	72 (7.1)	433 (42.7)
	1964-65	1067	16 (1.5)	251 (23.5)	110 (10.3)	(7.9)	(43.2)
	1965-66	1186	14 (1.2)	286 (24.1)	(11.4)		
	1966-67	1237	16 (1.3)	(24.2)			
	1967-68	1364	(1.4)				

APPENDIX 23—(contd.)

CENTRAL ZONE—(contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
Division was opened in 1960							
MEERUT	1960	791	4 (0.5)	182 (23.0)	95 (12.0)	57 (7.2)	338 (42.7)
	1961	957	11 (1.2)	223 (23.3)	132 (13.8)	65 (6.8)	431 (45.1)
	1962-63	1287	28 (2.2)	245 (19.2)	105 (8.2)	55 (4.3)	433 (33.9)
	1963-64	1243	36 (2.9)	256 (20.6)	91 (7.3)	53 (4.3)	436 (35.1)
	1964-65	1314	92 (7.0)	235 (17.9)	1241 (9.4)	(5.0)	(39.3)
	1965-66	1420	77 (5.4)	281 (19.8)	(8.7)		
	1966-67	1524	88 (5.8)	(16.9)			
	1967-68	1759	(4.5)				

APPENDIX 23—contd.

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
INDORE	1958	607	5 (0.8)	119 (19.7)	52 (8.5)	37 (6.1)	213 (35.1)
	1959	811	12 (1.5)	148 (18.2)	76 (9.4)	51 (6.3)	287 (35.4)
	1960	945	9 (1.0)	210 (22.2)	116 (12.3)	60 (6.4)	395 (41.9)
	1961	1171	14 (1.2)	279 (23.8)	109 (9.3)	62 (5.3)	464 (39.5)
	1962-63	1436	23 (1.6)	325 (22.6)	103 (7.2)	90 (6.3)	541 (37.7)
	1963-64	1362	14 (1.0)	286 (21.0)	99 (7.3)	49 (3.6)	448 (32.9)
	1964-65	1319	17 (1.3)	270 (20.5)	116 (8.8)	(6.6)	(37.2)
	1965-66	1447	17 (1.2)	161 (11.1)	(8.1)		
	1966-67	1364	5 (0.4)	(16.1)			
	1967-68	1696	(1.1)				

APPENDIX 23—contd.

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
JABALPUR	1958	567	6 (1.1)	118 (20.8)	20 (3.6)	77 (13.5)	221 (39.0)
	1959	754	17 (2.2)	102 (13.5)	188 (25.0)	56 (7.4)	363 (48.1)
	1960	592	8 (0.9)	232 (26.0)	120 (13.5)	45 (5.0)	405 (45.4)
	1961	1108	9 (0.8)	252 (22.7)	87 (7.9)	91 (8.2)	139 (39.6)
	1962-63	1513	11 (0.7)	331 (21.9)	194 (12.8)	88 (5.8)	624 (41.2)
	1963-64	1552	17 (1.1)	315 (20.3)	194 (12.5)	88 (5.7)	814 (39.6)
	1964-65	1917	9 (0.6)	381 (26.9)	149 (10.5)	(7.4)	(45.4)
	1965-66	1578	24 (1.5)	339 (21.5)	(10.1)		
	1966-67	1166	10 (0.9)	(25.0)			
	1967-68	1457	(0.9)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
VARANASI	1958	612	6 (1.0)	179 (29.0)	85 (13.9)	45 (7.3)	313 (51.2)
	1959	719	14 (1.9)	243 (33.8)	61 (8.5)	41 (5.7)	359 (49.9)
	1960	941	15 (1.6)	280 (29.8)	96 (10.2)	69 (7.3)	460 (48.9)
	1961	1239	14 (1.1)	421 (34.0)	142 (11.4)	81 (6.5)	658 (53.1)
	1962-63	1575	60 (3.8)	524 (33.3)	149 (9.5)	87 (5.5)	820 (52.1)
	1963-64	1374	27 (2.0)	371 (27.0)	135 (9.8)	92 (6.7)	625 (45.5)
	1964-65	1233	35 (2.8)	328 (26.6)	127 (10.3)	(7.7)	(47.4)
	1965-66	1381	23 (1.7)	371 (26.9)	(11.0)		
	1966-67	1376	17 (1.2)	(24.6)			
	1967-68	1629	(1.7)				

APPENDIX 23—(contd.)

EASTERN ZONE

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
CALCUTTA .	1958 .	3919	111 (2.9)	836 (21.3)	256 (6.5)	4 (0.1)	1207 (30.8)
	1959 . .	4558	87 (1.9)	925 (20.3)	168 (3.7)	506 (11.1)	1686 (37.0)
	1960 . .	5442	44 (0.8)	1203 (22.1)	577 10.6	348 (6.4)	2172 (39.9)
	1961 . .	6503	12 (0.2)	2068 (31.8)	566 (8.7)	481 (7.4)	3128 (48.1)
	1962-63 . .	5707	23 (0.4)	1267 (22.2)	685 (12.0)	228 (4.0)	2203 (38.6)
	1963-64 . .	5622	79 (1.4)	855 (15.2)	1315 (23.4)	1422 (25.3)	3671 (65.3)
	1964-65 . .	5651	345 (6.1)	2164 (38.3)	1577 (27.9)	(15.8)	(88.1)
	1965-66 . .	6672	407 (6.1)	767 (11.5)	(20.6)		
	1966-67 . .	6272	13 (0.2)	(15.4)			
	1967-68 . .	6407	(0.3)				

APPENDIX 23 (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
ASANSOL	1958	605	5 (0.8)	63 (10.4)	153 (25.3)	54 (8.9)	275 (45.4)
	1959	774	8 (1.0)	218 (28.1)	39 (5.1)	12 (1.6)	277 (35.8)
	1960	940	7 (0.7)	396 (42.1)	120 (12.8)	42 (4.5)	565 (60.1)
	1961	1094	13 (1.2)	195 (17.8)	193 (17.6)	50 (4.6)	451 (41.2)
	1962-63	1269	15 (1.2)	258 (20.3)	106 (8.4)	60 (4.7)	439 (34.6)
	1963-64	1201	10 (0.8)	237 (19.7)	56 (4.7)	63 (5.7)	371 (30.9)
	1964-65	1174	14 (1.2)	158 (13.5)	177 (15.1)	61 (6.1)	359 (35.9)
	1965-66	1323	7 (0.5)	77 (5.8)	14.5 (14.5)		
	1966-67	1248	..	8.0 (8.0)			
	1967-68	1473		0.1 (0.1)			

APPENDIX 23 (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
CUTTACK	1958	375	12 (3.2)	86 (23.2)	31 (8.5)	6 (1.6)	135 (36.5)
	1959	510	6 (1.2)	86 (16.9)	123 (24.1)	42 (8.2)	257 (50.4)
	1960	608	1 (0.2)	166 (27.3)	94 (16.5)	42 (6.9)	303 (49.9)
	1961	716	1 (0.1)	224 (31.3)	85 (11.9)	63 (8.8)	373 (52.1)
	1962-63	783	11 (1.4)	217 (27.7)	91 (11.6)	41 (5.2)	360 (45.9)
	1963-64	718	22 (3.1)	175 (24.4)	71 (9.9)	35 (4.9)	303 (42.3)
	1964-65	866	15 (1.7)	145 (16.7)	58 (6.7)	50 (5.0)	301 (30.1)
	1965-66	1127	9 (0.8)	190 (16.9)	53 (5.3)		
	1966-67	1051	8 (0.8)	22.7 (22.7)			
	1967-68	1283		(0.9)			

APPENDIX 23 (contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
GAUHATI	1958	856	20 (2.3)	186 (21.7)	50 (5.8)	—12 (—1.4)	244 (28.4)
	1959	1169	23 (2.0)	247 (21.1)	79 (6.8)	5 (0.4)	354 (30.3)
	1960	1268	23 (1.8)	277 (17.9)	93 (7.3)	21 (1.7)	364 (28.7)
	1961	1507	23 (1.5)	232 (15.4)	96 (6.4)	—7 (—0.5)	344 (22.8)
	1962-63	1789	32 (1.8)	231 (12.9)	109 (6.1)	57 (3.2)	429 (24.0)
	1963-64	1760	79 (4.5)	252 (14.3)	118 (6.7)	60 (3.4)	509 (28.9)
	1964-65	1816	123 (6.8)	320 (17.6)	200 (11.0)	(4.2)	(39.6)
	1965-66	1813	121 (6.7)	301 (16.6)	(10.2)		
	1966-67	1779	197 (11.1)	(19.2)			
	1967-68	1899	(8.8)				

APPENDIX 23 (Contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
JALPAIGURI	1958	481	6 (1.3)	185 (38.5)	88 (18.3)	31 (6.7)	310 (64.8)
	1959	503	5 (1.0)	168 (33.4)	59 (11.7)	42 (8.4)	274 (54.5)
	1960	512	4 (0.8)	69 (13.5)	77 (15.0)	13 (2.5)	163 (31.8)
	1961	737	.. (0.0)	61 (8.3)	144 (19.5)	23 (3.1)	228 (30.9)
	1962-63	794	2 (0.3)	116 (14.6)	161 (20.3)	24 (3.0)	303 (38.2)
	1963-64	783	2 (0.3)	175 (22.4)	199 (25.4)	28 (3.6)	404 (51.7)
	1964-65	856	3 (0.4)	167 (19.5)	178 (20.8)	.. (20.6)	.. (61.3)
	1965-66	508	1 (0.1)	201 (22.0)	.. (26.1)	..	..
	1966-67	858	2 (0.2)	.. (NA)	..	..	..
	1967-68	926	.. (NA)	..	..	..	..

APPENDIX 23—contd

Div sion	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
JAMSHEDPUR	1958	580	21 (3.6)	106 (18.3)	83 (14.3)	62 (10.7)	272 (46.9)
	1959	713	9 (1.3)	166 (23.3)	95 (13.4)	16 (2.2)	286 (40.2)
	1960	907	8 (0.9)	187 (20.6)	39 (4.3)	46 (5.1)	280 (30.9)
	1961	1170	7 (0.6)	377 (32.2)	109 (9.3)	30 (2.6)	523 (44.7)
	1962-63	1094	20 (1.8)	219 (20.0)	74 (6.8)	41 (3.8)	354 (32.4)
	1963-64	1035	14 (1.4)	217 (21.0)	68 (6.6)	6 (0.6)	305 (29.6)
	1964-65	1043	22 (2.1)	187 (17.9)	111 (10.6)	42 (4.2)	348 (34.8)
	1965-66	1110	10 (0.9)	281 (25.3)	90 (9.0)		
	1966-67	1052	33 (3.1)	128 (12.8)			
	1967-68	1118	9 (0.9)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
MUZAFFARPUR	1958	442	0.6 (0.2)	196 (44.6)	71 (16.1)	41 (9.3)	308.6 (70.2)
	1959	607	5 (0.8)	111 (18.3)	268 (44.1)	1 (0.2)	385 (63.4)
	1960	831	1 (0.1)	325 (39.1)	107 (12.9)	—20 (—2.4)	413 (49.7)
	1961	1033	15 (1.5)	308 (29.8)	316 (30.6)	68 (6.6)	707 (68.5)
	1962-63	1068	10 (0.9)	368 (34.5)	246 (23.0)	40 (3.7)	664 (62.1)
	1963-64	981	3 (0.3)	351 (35.9)	77 (7.8)	22 (2.3)	453 (46.2)
	1964-65	1265	8 (0.6)	405 (32.0)	88 (7.0)	55 (5.5)	451 (45.1)
	1965-66	1527	85 (5.6)	289 (18.9)	165 (16.5)		
	1966-67	1511	119 (7.9)	435 (43.5)			
	1967-68	1571	48 (4.8)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
PATNA	1958	672	5 (0.7)	171 (25.2)	83 (12.4)	8 (1.2)	267 (39.5)
	1959	845	9 (1.1)	162 (19.2)	78 (9.2)	—15 (—1.8)	234 (27.7)
	1960	982	7 (0.7)	114 (11.6)	103 (10.5)	76 (7.8)	300 (30.6)
	1961	1104	23 (2.1)	290 (26.3)	253 (22.9)	72 (6.5)	638 (57.8)
	1962-63	1250	53 (4.2)	346 (27.7)	172 (13.8)	78 (6.2)	649 (51.9)
	1963-64	1084	29 (2.7)	301 (27.7)	119 (11.0)	91 (8.4)	540 (49.8)
	1964-65	1209	25 (2.1)	338 (28.0)	155 (12.8)	—1.9 (—1.9)	41.0 (41.0)
	1965-66	1826	24 (1.3)	546 (29.9)	14.4 (14.4)		
	1966-67	1835	44 (2.4)	31.6 (31.6)			
	1967-68	1961	(2.4)				

APPENDIX 23—contd.

SOUTHERN ZONE

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
MADRAS	1958	1189	32 (2.7)	201 (16.9)	90 (7.6)	—23 (—1.9)	300 (25.3)
	1959	1531	12 (0.8)	305 (19.9)	116 (7.6)	—8 (—0.5)	425 (27.8)
	1960	1663	13 (0.8)	366 (22.0)	113 (6.8)	3 (0.2)	495 (29.8)
	1961	2204	11 (0.5)	430 (19.5)	216 (9.8)	24 (1.1)	681 (30.9)
	1962-63	2697	46 (1.7)	585 (21.7)	251 (9.3)	94 (3.5)	976 (36.2)
	1963-64	2761	41 (1.5)	649 (23.5)	245 (8.9)	119 (4.3)	1054 (38.2)
	1964-65	2872	49 (1.7)	761 (26.5)	356 (12.4)	(5.5)	(46.1)
	1965-66	4373	52 (1.2)	870 (19.9)	(8.6)		
	1966-67	3270	23 (0.7)	(18.1)			
	1967-68	3549	(0.9)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
BANGALORE	1958	1014	16 (1.6)	168 (16.6)	84 (8.3)	36 (3.6)	304 (30.1)
	1959	1959	6 (0.5)	184 (16.0)	124 (10.7)	26 (2.3)	340 (29.5)
	1960	1086	6 (0.6)	260 (23.9)	101 (9.3)	36 (3.3)	403 (37.1)
	1961	1513	35 (2.3)	313 (20.7)	148 (9.8)	57 (3.8)	553 (36.6)
	1962-63	1945	60 (3.1)	395 (20.3)	150 (7.7)	84 (4.3)	689 (35.4)
	1963-64	2003	36 (1.8)	349 (17.4)	118 (5.9)	94 (4.7)	597 (29.8)
	1964-65	2929	23 (0.8)	546 (19.3)	246 (8.7)	(2.1)	
	1965-66	3427	38 (1.1)	672 (19.6)	(9.8)		
	1966-67	2560	33 (1.3)	(18.8)			
	1967-68	2896	(1.0)				

APPENDIX 23 (Contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
COIMBATORE	1958 . .	1224	20 (1.6)	205 (17.3)	86 (7.0)	73 (6.0)	384 (31.9)
	1959 . .	1405	21 (1.5)	256 (18.2)	142 (10.1)	76 (5.4)	495 (35.2)
	1960 . .	1618	19 (1.2)	344 (21.2)	166 (10.3)	86 (5.3)	615 (38.0)
	1961 . .	2001	30 (1.5)	476 (23.8)	186 (9.3)	52 (2.6)	744 (38.2)
	1962-63 . .	2631	53 (2.0)	523 (19.9)	192 (7.3)	100 (3.8)	868 (33.0)
	1963-64 . .	2556	192 (7.5)	593 (23.2)	202 (7.9)	138 (5.4)	1125 (44.0)
	1964-65 . .	2478	42 (1.7)	612 (24.7)	250 (10.1)	46 (4.6)	411 (41.1)
	1965-66 . .	2902	49 (1.7)	760 (26.2)	91 (9.1)		
	1966-67 . .	2817	54 (1.9)	246 (24.6)			
	1967-68 . .	2951	11 (1.1)				

APPENDIX 23 (Contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
HYDERABAD	1958 . .	902	13 (1.4)	211 (23.4)	116 (12.9)	5 (0.6)	345 (38.3)
	1959 . .	1244	31 (2.5)	279 (22.4)	184 (14.8)	50 (4.0)	544 (43.7)
	1960 . .	1464	11 (0.8)	378 (25.8)	170 (11.6)	94 (6.4)	653 (44.6)
	1961 . .	1750	7 (0.4)	388 (22.2)	282 (16.1)	19 (1.0)	666 (39.8)
	1962-63 . .	2432	39 (1.6)	399 (16.4)	229 (9.4)	95 (3.9)	76 (31.32)
	1963-64 . .	2559	..	399 (15.6)	258 (10.1)	115 (4.5)	772 (30.2)
	1964-65 . .	3210	221 (6.9)	623 (19.4)	392 (12.2)	52 (5.2)	437 (43.7)
	1965-66 . .	3798	38 (1.0)	839 (22.1)	839 (8.5)		
	1966-67 . .	2839	28 (1.0)				
	1967-68 . .	2766	(1.3)				

APPENDIX 23 (Contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
MADURAI	1958	1291	11 (0.9)	145 (11.2)	259 (20.1)	8 (0.6)	423 (32.8)
	1959	1730	7 (0.4)	375 (21.7)	137 (7.9)	180 (10.4)	699 (40.4)
	1960	1642	2 (0.1)	213 (13.9)	414 (25.3)	44 (2.7)	673 (41.0)
	1961	1955	2 (0.1)	350 (17.9)	162 (8.3)	53 (2.7)	567 (29.0)
	1962-63	1280	8 (0.6)	332 (25.9)	136 (10.6)	62 (4.9)	535 (42.0)
	1963-64	1285	9 (0.7)	298 (23.2)	132 (10.3)	57 (4.4)	496 (38.6)
	1964-65	1345	20 (1.5)	330 (24.5)	(7.0)	(3.2)	(36.2)
	1965-66	1483	10 (0.7)	280 (18.9)	(12.3)		
	1966-67	1554	5 (0.3)	(23.3)			
	1967-68	1480	(0.4)				

APPENDIX 23—(Contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
MACHILIPAT- NAM	1958 . .	1338	3 (0.2)	367 (27.4)	143 (10.7)	—30 (—2.2)	483 (36.1)
	1959 . .	1866	.. (0.0)	496 (26.6)	183 (9.8)	— (—0.0)	664 (35.6)
	1960 . .	2084	.. (0.0)	435 (20.9)	292 (14.0)	—17 (—0.8)	710 (34.1)
	1961 . .	2303	2 (0.1)	567 (24.6)	297 (12.9)	—30 (—1.3)	836 (36.3)
	1962-63 . .	2332	28 (1.2)	632 (27.1)	222 (9.5)	—35 (—1.5)	847 (36.3)
	1963-64 . .	2101	32 (1.5)	494 (23.5)	212 (10.1)	—55 (—2.6)	683 (32.5)
	1964-65 . .	1343	10 (0.8)	277 (20.6)	148 (11.0)	(4.4)	(36.8)
	1965-66 . .	1563	17 (1.1)	199 (12.7)	(12.9)		
	1966-67 . .	2564	44 (1.7)	(16.4)			
	1967-68 . .	2407	(1.7)				

APPENDIX 23—(contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
TRIVANDRUM	1958	1105	12 (1.1)	135 (12.2)	154 (13.9)	5 (0.5)	306 (27.7)
	1959	1288	6 (0.5)	274 (21.3)	3 (0.2)	44 (3.4)	327 (25.4)
	1960	1554	59 (3.8)	378 (24.6)	141 (9.1)	62 (4.0)	635 (40.9)
	1961	2049	49 (2.4)	197 (9.6)	137 (6.7)	23 (1.1)	406 (19.8)
	1962-63	2712	27 (1.0)	355 (13.1)	160 (5.9)	100 (3.7)	642 (23.7)
	1963-64	2317	146 (6.1)	413 (17.3)	136 (5.7)	88 (3.7)	783 (32.8)
	1964-65	2264	5 (0.2)	407 (18.0)	138 (6.1)	33 (3.3)	27.6
	1965-66	2422	34 (1.4)	460 (19.0)	10.5		
	1966-67	2112	34 (1.6)	18.2			
	1967-68	1923	7.6				

APPENDIX 23—(contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
RUDIPI	1958	901	5 (0.6)	114 (12.7)	75 (3.3)	—9 (—10)	211 (20.0)
	1959	1084	5 (0.5)	120 (11.1)	118 (10.9)	52 (4.8)	295 (27.3)
	1960	1169	.. (0.0)	223 (19.1)	146 (12.5)	70 (6.0)	439 (37.6)
	1961	1427	14 (1.0)	302 (21.2)	186 (13.0)	56 (3.0)	558 (39.1)
	1962-63	1719	33 (1.9)	395 (23.0)	153 (8.9)	64 (3.7)	645 (37.5)
	1963-64	1855	19 (1.0)	373 (20.4)	170 (9.2)	91 (4.9)	658 (35.5)
	1964-65	1044	13 (1.2)	184 (17.6)	104 (10.0)	(4.5)	(33.3)
	1965-66	1164	11 (.0)	220 (18.9)			
	1966-67	2380	21 (0.9)	(20.2)			
	1967-68	2619	(1.1)				

APPENDIX 23—(contd.)

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
THANJAVUR	1959	<div> <div></div> <div>Division was opened in 1962</div> <div></div> </div>					
	1960						
	1961						
	1962-63	1206	23 (1·9)	304 (25·2)	102 (6·5)	59 (4·9)	488 (40·5)
	1963-64	1129		365 (32·3)	115 (10·2)	48 (4·3)	528 (46·8)
	1964-65	1025					
	1965-66	1116					
	1966-67	992					
	1967-68	1107					

APPENDIX 23—*contd.*

WESTERN ZONE

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
BOMBAY	1958	3709	12 (0.4)	348 (9.4)	179 (4.8)	176 (4.8)	715 (19.4)
	1959	4659	18 (0.4)	438 (9.4)	233 (5.0)	210 (4.5)	899 (19.3)
	1960	5143	26 (0.5)	560 (10.9)	355 (6.9)	221 (4.3)	1162 (22.6)
	1961	5400	32 (0.6)	583 (10.8)	346 (6.4)	200 (3.7)	1161 (21.5)
	1962-63	6831	61 (0.9)	669 (9.8)	396 (5.8)	301 (4.4)	1427 (20.9)
	1963-64	7235	51 (0.7)	716 (9.9)	477 (6.6)	268 (3.7)	1512 (20.9)
	1964-65	7767	62 (0.8)	746 (9.6)	412 (5.3)	(4.4)	(20.1)
	1965-66	9015	63 (0.7)	838 (9.3)	(5.8)		
	1966-67	9654	68 (0.7)	(6.2)			
	1967-68	10408	(0.3)				

APPENDIX 23—contd.

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
AHMEDABAD	1958	1334	2 (0.3)	152 (11.4)	109 (8.2)	79 (5.8)	342 (25.7)
	1959	1576	5 (0.3)	156 (9.9)	186 (11.8)	11 (0.7)	358 (22.7)
	1960	1582	8 (0.5)	202 (12.8)	128 (8.1)	57 (3.6)	395 (25.0)
	1961	2091	8 (0.4)	263 (12.6)	199 (9.5)	94 (4.5)	564 (27.0)
	1962-63	2229	9 (0.4)	299 (13.4)	236 (10.6)	82 (3.7)	626 (28.1)
	1963-64	2467	10 (0.4)	284 (11.5)	187 (7.6)	104 (4.2)	585 (23.7)
	1964-65	2330	7 (0.3)	268 (11.5)	184 (7.9)	4.5 (4.5)	24.2 (24.2)
	1965-66	2711	8 (0.3)	317 (11.7)	12.6 (12.6)		
	1966-6	2880	9 (0.3)	6.4 (6.4)			
	1967-6 8	3751	(0.2)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
NAGPUR	1958	569	6 (1.1)	90 (16.3)	50 (8.7)	43 (7.5)	189 (33.6)
	1959	652	14 (2.1)	113 (17.4)	58 (8.9)	44 (6.7)	229 (35.1)
	1960	784	9 (1.2)	140 (17.8)	57 (8.6)	54 (6.9)	270 (34.5)
	1961	989	15 (1.5)	135 (13.6)	101 (10.2)	55 (5.6)	306 (30.9)
	1962-63	1152	12 (1.0)	203 (17.0)	106 (8.9)	70 (5.9)	391 (32.8)
	1963-64	1236	15 (1.2)	200 (16.2)	120 (9.7)	73 (5.9)	408 (33.0)
	1964-65	1285	18 (1.4)	225 (17.5)	131 (10.2)	47 (4.7)	338 (33.8)
	1965-66	1448	16 (1.1)	268 (18.5)	97 (9.7)		
	1966-67	1474	15 (1.0)	171 (17.1)			
1967-68		1515	(1.1)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
WASIK	1958	329	2 (0.7)	51 (15.6)	32 (9.8)	14 (4.1)	99 (30.2)
	1959	399	3 (0.7)	68 (17.1)	28 (7.0)	28 (0.7)	127 (31.8)
	1960	454	3 (0.6)	58 (12.7)	53 (11.8)	39 (8.7)	153 (33.8)
	1961	720	1 (0.1)	125 (17.4)	85 (11.8)	42 (5.8)	253 (35.1)
	1962-63	771	7 (0.9)	129 (16.7)	79 (10.3)	73 (9.5)	288 (37.4)
	1963-64	759	5 (0.7)	115 (15.1)	94 (12.4)	69 (9.1)	283 (37.3)
	1964-65	780	5 (0.7)	143 (18.3)	110 (14.1)	(7.5)	(40.6)
	1965-66	805	5 (0.6)	168 (20.9)	(11.6)		
	1966-67	782	8 (1.0)	(18.0)			
	1967-68	905	(0.6)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
POONA	1958	587	6 (1.0)	94 (15.7)	39 (6.6)	22 (3.7)	161 (27.0)
	1959	723	9 (1.3)	128 (17.7)	50 (7.0)	25 (3.4)	212 (29.4)
	1960	840	8 (0.9)	149 (17.8)	62 (7.4)	50 (6.0)	269 (32.1)
	1961	1005	6 (0.6)	219 (21.8)	89 (8.9)	43 (4.3)	357 (35.6)
	1962-63	1289	22 (1.7)	247 (19.2)	98 (7.6)	71 (5.5)	438 (34.0)
	1963-64	1265	14 (1.1)	230 (18.2)	109 (8.6)	56 (4.4)	409 (32.3)
	1964-65	1300	19 (1.5)	244 (18.8)	104 (8.0)	32 (3.2)	31.5
	1965-66	1382	17 (1.2)	222 (16.1)			
	1966-67	1260	13 (1.0)	14.8			
	1967-68	1598	(0.9)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
RAJKOT	1958	491	2 (0.5)	52 (10.7)	39 (7.9)	50 (6.1)	123 (25.2)
	1959	634	5 (0.8)	68 (10.7)	54 (8.5)	81 (12.8)	208 (32.8)
	1960	793	4 (0.5)	92 (11.6)	65 (8.2)	65 (8.2)	226 (28.5)
	1961	866	3 (0.4)	126 (14.5)	86 (9.9)	58 (6.7)	273 (31.5)
	1962-63	1051	11 (1.0)	164 (15.6)	91 (8.7)	61 (5.8)	327 (31.1)
	1963-64	1124	8 (0.7)	133 (11.8)	84 (7.5)	72 (6.4)	297 (26.4)
	1964-65	954	7 (0.7)	124 (13.0)	94 (9.9)	65 (6.5)	301 (30.1)
	1965-66	995	5 (0.5)	145 (14.6)	94 (9.4)		
	1966-67	882	5 (0.6)	122 (12.2)			
	1967-68	1140	(0.5)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
SATARA	1958	420	5 (1.1)	70 (17.1)	36 (8.6)	23 (5.4)	134 (32.2)
	1959	569	11 (1.9)	107 (18.8)	51 (9.0)	47 (8.3)	216 (38.0)
	1960	674	6 (0.9)	143 (21.2)	77 (11.4)	52 (7.7)	278 (41.2)
	1961	813	5 (0.6)	188 (23.1)	92 (11.3)	62 (7.7)	347 (42.7)
	1962-63	899	14 (1.6)	189 (21.0)	95 (10.6)	50 (5.6)	348 (38.8)
	1963-64	1066	11 (1.0)	230 (21.6)	113 (10.6)	66 (6.2)	420 (39.4)
	1964-65	1026	13 (1.3)	201 (19.6)	97 (9.5)	52 (5.2)	356 (35.6)
	1965-66	1106	7 (0.6)	218 (19.7)	97 (8.9)		
	1966-67	1134	15 (1.3)	188 (18.8)			
	1967-68	1233	(1.3)				

APPENDIX 23—*contd.*

Division	Year	New Business (Rupees in Lacs)	Mean Duration				Total
			0 Year	1 Year	2 Year	3 Year	
SURAT	1958	563	7 (0.1)	55 (9.8)	44 (7.8)	20 (3.5)	119.7 (21.2)
	1959	679	3 (0.4)	70 (10.3)	34 (5.0)	35 (5.2)	142 (20.9)
	1960	756	2 (0.3)	70 (9.3)	56 (7.4)	42 (5.5)	170 (22.5)
	1961	967	2 (0.2)	99 (10.2)	66 (6.8)	38 (4.0)	205 (21.2)
	1962-63	1194	8 (0.7)	116 (9.7)	73 (6.1)	64 (0.4)	261 (21.9)
	1963-64	1231	3 (0.3)	133 (10.7)	96 (7.8)	71 (5.8)	303 (24.6)
	1964-65	1323	4 (0.3)	152 (11.5)	102 (7.7)	61 (6.1)	25.6
	1965-66	1424	6 (0.4)	175 (12.3)	8.7		
	1966-67	1383	6 (0.4)	11.7			
	1967-68	1630	(0.3)				

APPENDIX 24

(Chapter X: Para 10.7.19)

A note explaining the method of estimation of net loss on account of lapsation of policies out of the "In India" New Business

An estimation of the net loss on account of lapsation of policies has been made under certain assumptions. The procedure adopted and the assumptions made are outlined below:

Assumptions :

1. Policies effected under Salary Savings Scheme are assumed not to lapse normally before payment of two years' premium.
2. In case of policies which lapse after payment of two full years premiums the paid-up values are such that there is, on the whole, no loss to the Corporation.
3. The average annual premium per thousand sum assured of new business is assumed to be Rs. 49.00 (Estimate based on DD Statements).
4. First Year Commission including bonus commission is assumed to be payable at 30 per cent of First Year Premium.
5. Renewal Commission in the 2nd year is payable at 7-1/2 per cent of the renewal premium.
6. Average sum assured per policy lapsed within 2 years is assumed to be Rs. 4,000. This estimate is based on the figures of sum assured and number of policies lapsed at mean duration 0, 1 and 2 as per DDDD statements of 'In India Business' for the years 1965-66 and 1966-67.
7. Constant F.Y. and Renewal expenses per thousand S.A. are estimated at Rs. 32.48 and Rs. 4.73 respectively as shown in Annexure A. These expenses are assumed to be incurred at the beginning of the policy years.
8. Cost of death cover per thousand sum assured in each year is assumed as Rs. 1.20. This is based on the assumption that the average age at entry of a new proponent is 30 years. The rate of mortality at age 30 is .00117 and at age 31 it is .00124 according to L.I.C.—1961 Ultimate experience. The cost of death cover per thousand sum assured can therefore be assumed as Rs. 1.20.

The ordinary 'In India' new business during 1966-67 was Rs. 739.60 Crores. Out of this the new business under Salary Savings Scheme Policies which are assumed generally not to lapse within 2 years was Rs. 121.19 crores. The balance of new business is Rs. 618.41 crores (viz., 739.60—121.19).

This new business is allocated under the different modes of payment of premium on the basis of the proportions arrived at as a result of the Lapse Sample Survey recently conducted by the Corporation. The Sample Survey was based on the number of policies. However, it is assumed that the mode-wise distribution of the new business based on the number of policies found as a result of the Sample Survey will also hold good for the distribution of sum assured under new business.

The new business of Rs. 618.41 crores during the year 1966-67 (excluding S.S.S. Policies) allocated under different modes of payment of premium are as follows:—

Mode	Proportion to total New Business	Sum Assured (Crores of Rs.)
Annual	2658	164.37
Half Yearly	2425	149.96
Quarterly	4453	275.38
Monthly	0464	28.70
	1:0000	618.41

The calculation of profit or loss on account of lapses of policies under each mode of payment of premium is shown in Annexure B to this Note.

The net loss on account of lapsation of policies under all the modes of payment of premium are arrived at as follows:—

Mode	Loss (—) or Profit (+)
	(in lakhs of Rs.)
Annual	(+) 1.04
Half Yearly	(—) 32.96
Quarterly	(—) 205.95
Monthly	(—) 15.71
	(—) 253.58

Rs. 2.5 crores (approximately).

The loss of Rs. 2.5 crores is apportioned between the various Divisional Offices as shown in Annexure C.

ANNEXURE A

Apportioned First Year expenses in 1966-67 is Rs. 2795.49 lakhs. First Year Premium Income in 1966-67 is Rs. 3203.32 lakhs. First Year Commission @ 30 per cent of First Year Premium is Rs. 961.00 lakhs. Apportioned First Year expenses excluding commission is Rs. 1834.49 lakhs. New policies issued in 1966-67 is Rs. 14.12 lakhs.

Expenses per policy $\frac{1834.49}{14.12} = \text{Rs. } 129.92$. On the basis of the assumption that the average sum per policy is Rs. 4,000 (vide assumption (6) above) the first year expenses per thousand Sum Assured works out to Rs. 32.48.

Apportioned Renewal expenses in 1966-67 is Rs. 2,665.52 lakhs. Renewal Premium Income in 1966-67 is Rs. 16,264.17 lakhs and renewal commission @ 4½ per cent of Renewal Premium Income is Rs. 731.89 lakhs. Renewal expenses excluding commission is Rs. 1,933.63 lakhs. The number of policies at the beginning of 1966-67 is 115.40 lakhs. Renewal expenses per policy works out to $\frac{1933.63}{115.40} = \text{Rs. } 16.76$. Average

Sum Assured per policy is Rs. 3,544 (based on D Statement). Renewal expenses per thousand sum assured $\frac{16.76}{3.544} = \text{Rs. } 4.73$. These constant expenses are assumed to be incurred at the beginning of the policy year.

ANNEXURE B

No. of Instal- ments of Premium paid.	Amount of Premium received per Rs. 1,000 sum Assured	Expenses per Rs. 1000 Sum Assured			Profit (+) or Loss (-) per Rs. 1000 Sum Assured	Proportion * of lapses after pay- ment of the No. of ins- talments shown in Column 1.	Sum Assured lapsed (in crores of Rs. N.B.)	Total Profit or Loss (in Rupees lakhs (6)) × (8)
		Constant F. Y./Ren. Expences	Commission	Cost of Death Cover provided				
1	2	3	4	5	6	7	8	9
		Rs.	Rs.	Rs.	Rs.			
1	49.00	32.48	14.70	1.20	+0.62	.1021	16.78	+1.04
1	24.50	32.48	7.35	0.60	-15.93	.1862	27.92	-44.48
2	24.50	..	7.35	0.60	+0.62	.0785	11.77	+0.73
3	24.50	4.73	1.84	0.60	+17.95	.0401	6.01	+10.79
								<u>-32.96</u>

ANNUAL MODE

(New Business Rs. 164.37½ Crores.)

HALF YEARLY MODE

(New Business Rs. 149.96 Crores)

ANNEXURE C

Estimated loss, Division-wise, due to lapses within the first two policy years, out of new business of 1965-66, which is taken as an approximate estimate of loss in 1967-68, due to e lapses

S.No.	Division	In lakhs of Rupees
1.	Calcutta	27.29
2.	Bombay	17.68
3.	Ajmer	15.51
4.	Coimbatore	11.36
5.	Madras	10.24
6.	Hyderabad	9.44
7.	Patna	8.81
8.	Chandigarh	8.60
9.	Delhi	8.54
10.	Jullundur	8.26
11.	Trivandrum	7.91
12.	Bangalore	7.81
13.	Ahmedabad	7.19
14.	Machilipatnam	7.17
15.	Udipi	6.86
16.	Muzaffarpur	6.62
17.	Gauhati	6.52
18.	Lucknow	5.85
19.	Varanasi	5.79
20.	Jabalpur	5.52
21.	Meerut	5.09
22.	Madurai	5.00
23.	Jalpaiguri	4.63
24.	Agra	4.60
25.	Nagpur	4.48

S.No.	Division	In lakhs of Rupees
26.	Kanpur	4.45
27.	Jamshedpur	4.13
28.	Poona	3.80
29.	Satara	3.46
30.	Surat	3.23
31.	Indore	3.12
32.	Asansol	2.91
33.	Nasik	2.81
34.	Cuttack	2.74
35.	Rajkot	2.58
		250.00



सत्यमेव जयते

APPENDIX 26 (a)

(Chapter XI : Para. II.1.6.)

NORTHERN ZONE

Travelling Expenses to Development Officers and Others

(Amount in Thousands of Rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1958	Rs. 7	·10	Rs. 70	2·14	Rs. 52	1·45	Rs. 70	1·82	Rs. 230	1·31
1959	14	·16	134	2·94	74	1·77	91	1·91	336	1·52
1960	25	·25	190	3·11	105	2·13	152	2·33	501	1·84
1961	53	·47	263	3·64	186	2·78	178	2·23	718	2·07
1962-63	104	·83	425	4·21	297	2·83	308	2·89	1173	2·67
1963-64	61	·42	379	3·63	218	2·95	258	2·81	950	2·27
1964-65	58	·44	364	3·62	209	2·98	237	2·95	915	2·35
1965-66	42	·30	400	3·70	226	3·17	204	2·67	910	2·24
1966-67	45	·30	378	3·93	271	3·59	222	2·55	948	2·25
1967-68	40	·26	371	3·40	277	2·89	249	2·41	976	2·07

NOTE :—Percentage indicated is the ratio of expenses to First Year Premium Income.

APPENDIX 26 (b)

(Chapter XI : Para. 11.1.6)

Travelling Expenses of Development Officers and Others.

CENTRAL ZONE

(Amount in Thousands of Rupees)

Year	Kanpur		Lucknow		Agra		Meerut		Indore		Jabalpur		Varanasi		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	Rs. . .		Rs. 72	1.56	84	1.71	Rs. . .		40	1.65	44	2.03	53	2.84	337	2.0
1959	NA	NA	NA	..	NA	..	..	..	NA	..	NA	..	NA	..	446	2.1
1960	60	1.57	87	2.38	68	2.32	91	2.94	72	1.88	83	2.19	83	3.20	603	2.5
1961	86	2.02	128	2.78	74	2.16	93	2.60	81	1.89	105	2.50	116	2.98	734	2.6
1962-63	386	6.53	182	2.99	118	2.51	145	2.82	158	2.72	197	3.02	185	3.50	1428	3.6
1963-64	110	2.10	154	2.81	107	2.73	131	2.76	170	3.07	212	3.82	190	3.98	1129	3.1
1964-65	102	2.05	197	3.74	118	2.84	152	2.83	175	3.16	254	4.53	184	4.30	1244	3.4
1965-66	98	1.76	136	2.65	114	2.52	176	3.19	193	3.16	257	4.62	202	4.39	1217	3.2
1966-67	113	2.04	198	3.22	125	2.70	176	3.00	214	3.85	237	5.21	228	4.83	1339	3.6
1967-68	117	2.02	226	3.08	129	2.46	158	2.31	224	3.50	220	4.21	247	4.61	1359	3.2

NOTE : Percentage indicated is the ratio of expenses to First Year Premium Income.

APPENDIX 26 (c)

(Chapter XI: Para. 11.1.6)

EASTERN ZONE

Travelling Expenses of Development Officers and Others.

(Amount in thousands of Rupees)

Year	Calcutta			Asansol			Cuttack			Gauhati			Jalpaiguri			Jamshedpur			Muzaffarpur			Patna			Total for the Zone.		
	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.	Amt.	%	Rs.
1958	.	.	NA	57	2.38	66	4.72	71	2.13	76	4.23	45	1.94	60	4.10	57	2.44	1428	4.61								
1959	.	.	83	43	89	2.89	72	4.08	86	1.81	91	4.52	53	1.83	79	3.49	68	2.27	654	1.67							
1960	.	.	86	38	80	2.25	93	4.30	104	1.96	100	5.02	64	1.99	89	3.11	77	2.16	747	1.60							
1961	.	.	100	42	102	2.53	115	4.88	154	2.62	93	3.43	109	2.88	147	4.27	113	2.87	981	1.95							
1962-63	.	.	231	85	132	2.40	153	5.54	241	3.16	110	3.36	143	3.12	163	4.12	167	3.47	1411	2.36							
1963-64	.	.	129	53	105	2.20	126	4.76	189	2.00	85	2.60	85	1.96	133	3.73	149	3.49	1051	1.86							
1964-65	.	.	126	48	136	2.65	133	4.47	182	2.06	108	3.30	120	2.76	189	4.63	158	3.67	1255	2.05							
1965-66	.	.	119	40	146	2.80	150	4.77	196	2.29	101	3.06	123	2.81	235	5.01	194	3.34	1308	2.01							
1966-67	.	.	136	46	196	4.18	174	4.88	207	2.81	104	3.30	149	3.39	228	4.39	251	3.88	1513	2.35							
1967-68	.	.	207	71	217	4.14	192	4.93	273	3.56	122	3.65	167	3.51	265	5.17	264	3.80	1764	2.67							

NOTE: Percentage indicated is the ratio of expenses to First Year Premium Income.

APPENDIX 26 (d)

(Chapter XI: Para. II.1.6)

SOUTHERN ZONE

Travelling Expenses for Development Officers and Others

(Amount in thousands of Rupees)

Year	Madras		Bangalore		Coimbatore		Hyderabad		Madurai		Machilipatnam		Trivandrum		Udipi		Tanjavar		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958	42	25	77	1.86	100	2.15	115	3.45	141	3.10	117	2.49	61	1.67	92	2.49	..	..	793	2.36
1959	48	76	96	1.97	124	2.36	123	2.53	143	2.53	151	2.31	68	1.28	93	1.94	..	..	859	1.97
1960	101	1.35	93	1.89	151	2.54	128	2.28	161	2.70	177	2.47	87	1.48	118	2.28	..	..	1051	2.18
1961	82	97	137	2.25	95	1.37	153	2.35	182	2.68	129	1.73	104	1.46	87	1.46	..	..	1032	1.86
1962-63	211	1.69	183	2.04	274	2.85	276	2.80	161	2.63	307	3.47	180	1.58	188	2.49	119	3.61	1943	2.48
1963-64	197	1.76	158	1.84	234	2.53	204	2.00	117	2.28	240	2.96	179	1.85	175	2.32	155	3.63	1679	2.28
1964-65	195	1.39	138	1.22	237	2.61	196	1.63	117	2.27	227	3.58	150	1.74	167	3.12	124	14.12	1634	2.22
1965-66	206	1.26	121	.90	250	2.52	212	1.46	113	2.4	240	3.70	192	2.25	203	4.16	127	409.68	1699	2.14
1966-67	218	1.25	150	1.02	297	2.98	234	1.57	116	2.10	312	4.59	198	2.47	270	5.12	128	984.62	1961	2.37
1967-68	238	1.53	171	1.06	262	2.66	235	1.79	119	2.09	291	3.77	198	2.76	261	4.54	139	5.14	1950	2.32

The % indicated is the ratio of the expenses to the first year premium income.

APPENDIX 26 (e)

(Chapter XI : Para. 11.1.6)

WESTERN ZONE

Travelling Expenses of Development Officers and Others

(Amount in Thousands of Rupees)

Year	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat		Total for the Zone		
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		
1938	.	39	20	38	63	27	1.10	..	88	1.53	..	..	..	..	30	1.15	243	.65	
1939	.	20	.09	78	1.04	40	1.40	40	2.36	52	1.62	46	1.41	70	3.08	44	1.39	412	.87
1960	.	18	.07	103	1.39	65	1.90	44	2.24	68	1.86	159	1.57	83	2.90	51	1.46	518	.99
1961	.	33	.18	92	1.00	80	1.90	56	2.06	75	1.88	84	2.14	79	2.58	47	1.10	586	.99
1962-63	.	55	.15	187	1.74	135	2.40	97	3.00	135	2.30	150	2.85	147	3.82	124	2.10	1068	1.37
1963-64	.	70	.19	149	1.35	138	2.70	73	2.40	115	2.15	121	2.47	138	3.32	101	1.71	936	1.21
1964-65	.	56	.14	156	1.47	120	2.20	72	2.38	129	2.42	118	2.49	126	2.99	110	1.78	958	1.17
1965-66	.	51	.11	194	1.66	128	2.10	83	2.86	138	2.45	142	3.06	135	3.26	112	1.72	1024	1.17
1966-67	.	35	.08	211	1.67	142	2.30	83	2.86	130	2.48	140	3.22	151	3.55	112	1.68	1091	1.24
1967-68	.	45	.09	221	1.44	128	1.99	77	2.37	122	1.97	139	2.64	146	3.01	102	1.38	1029	1.06

The % indicated is the ratio of the expenses to the first year premium income.

APPENDIX 27

(Chapter XI : Para. 11.1.7)

EXPENSES PER NEW POLICY

Travelling Expenses and Conveyance Allowance to Development Officers and Others

Year	Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone	Corporation
	Rs.	Rs.	Rs.	Rs.	Rs./	Rs.
1958	10.07	10.77	9.98	6.79	6.49	8.53
1959	9.69	9.82	8.44	6.71	6.88	8.33
1960	10.22	10.15	9.34	7.73	7.74	8.89
1961	10.63	10.47	8.57	7.65	7.93	9.09
1962-63	14.98	12.67	12.09	9.10	10.13	11.61
1963-64	14.46	12.96	10.81	9.92	9.26	11.03
1964-65	18.97	17.06	12.99	10.87	11.26	13.51
1965-66	17.31	16.38	12.33	10.37	11.06	12.96
1966-67	21.68	17.02	14.87	11.83	12.96	15.02
1967-68	21.53	17.88	16.45	13.01	13.38	15.99

APPENDIX 28 (a)

(Chapter XI : Para. II.I.I.19)

NORTHERN ZONE

Motor Car Expenses

(Amount in Thousands of Rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1958	Rs. 25	.37	Rs. 4	.12	Rs. 17	.47	Rs. 15	.39	Rs. 76	.43
1959	31	.36	11	.24	21	.50	22	.46	101	.46
1960	43	.44	25	.41	35	.71	28	.43	145	.53
1961	54	.49	37	.49	38	.59	53	.66	211	.63
1962-63	74	.44	79	.83	71	.79	77	.67	333	.72
1963-64	61	.42	71	.68	63	.85	69	.75	301	.72
1964-65	78	.58	86	.85	73	1.04	103	1.28	370	.95
1965-66	85	.61	101	.93	90	1.26	84	1.10	390	.96
1966-67	93	.61	101	1.05	87	1.15	84	.97	405	.96
1967-68	106	.68	100	.92	118	1.23	108	1.04	461	.98

Note :—The percentage is the ratio of the expenses to the first year premium income.

APPENDIX 28 (6)

(Chapter XI : Para. II.1.19)

CENTRAL ZONE

Motor Car Expenses

(Amount in thousands of Rupees)

Year	Kanpur			Lucknow			Agra			Meerut			Indore			Jabalpur			Varanasi			Total for the Zone		
	Amt.			%			Amt.			%			Amt.			%			Amt.			Amt.		
	Rs.			Rs.			Rs.			Rs.			Rs.			Rs.			Rs.			Rs.		
1958	.	.	.	27	58	28	55	.	.	10	41	8	37	4	21	84	52							
1959	.	.	.	8	35	44	111	29	51	.	.	18	54	16	52	8	32	134	64					
1960	.	.	.	21	55	25	68	15	51	11	36	19	50	18	48	11	37	128	53					
1961	.	.	.	27	63	18	39	19	56	15	42	18	42	20	48	21	54	155	55					
1962-63	.	.	.	27	46	46	76	23	49	34	66	27	46	30	46	24	45	239	60					
1963-64	.	.	.	28	54	36	66	26	66	20	42	19	34	24	43	23	48	199	56					
1964-65	.	.	.	32	64	51	97	35	84	29	54	31	55	34	60	33	77	273	77					
1965-66	.	.	.	46	83	20	39	34	75	42	76	52	85	39	70	43	93	297	80					
1966-67	.	.	.	69	124	56	91	45	97	41	70	29	52	42	93	65	138	373	100					
1967-68	.	.	.	48	83	48	65	31	59	63	92	53	83	37	71	33	62	331	78					

NOTE : The percentage indicated is the ratio of the expenses to the First Year Premium Income.

APPENDIX 28(c)

(Chapter XI—Para 11.1.19)

EASTERN ZONE

Motor Car Expenses

(Amount in thousands of Rupees)

Year	Calcutta		Asansol		Cuttack		Gauhati		Jalpaiguri		Jamshedpur		Murshidpur		Patna		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	..	..	4	17	9	64	8	24	2	11	4	19	2	14	13	56	64	21
1959	29	15	16	52	15	85	12	25	3	15	12	42	10	44	14	47	133	34
1960	32	14	11	31	16	74	13	24	7	35	12	37	9	31	13	36	133	29
1961	40	16	9	22	17	72	19	32	6	22	16	42	16	46	19	48	171	34
1962-63	50	18	17	31	29	105	29	38	10	30	32	70	28	71	52	108	259	43
1963-64	61	25	26	54	25	94	35	37	17	52	30	69	32	89	25	59	277	49
1964-65	72	27	24	47	28	94	32	36	22	67	28	64	32	78	19	43	285	48
1965-66	90	30	65	125	30	95	64	74	24	73	32	73	44	94	37	64	410	69
1966-67	91	31	42	89	35	98	47	64	30	95	41	93	55	106	47	73	423	66
1967-68	110	41	38	73	41	105	71	93	34	102	43	90	66	129	65	94	506	77

Note :—The percentage indicated is the ratio of the expenses to the First Year Premium Income.

APPENDIX 28(D)

(Chapter XI—Para 11.1.19)

SOUTHERN ZONE

Motor Car Expenses

(Amount in thousands of Rupees)

Year	Madras			Bangalore			Coimbatore			Hyderabad			Madurai			Machilipatnam			Trivandrum			Udipi			Thanjavur			Total for the Zone		
	Amt.	%		Amt.	%		Amt.	%		Amt.	%		Amt.	%		Amt.	%		Amt.	%		Amt.	%		Amt.	%		Amt.	%	
1958	19	39	12	29	12	26	12	26	10	30	22	48	13	28	13	36	10	37									114	34		
1959	15	33	17	35	14	27	13	26	15	26	20	30	20	30	12	22	11	23									125	29		
1960	22	29	15	30	19	32	15	26	18	30	18	25	20	25	20	34	12	24									146	30		
1961	29	34	18	28	23	33	20	31	27	36	27	36	17	36	17	24	15	25									191	31		
1962-63	45	36	33	37	36	37	33	33	29	47	30	33	27	24	21	27	21	27	9	27	290	37								
1963-64	36	32	33	38	40	43	29	28	22	42	42	51	46	48	23	30	19	51	304	41										
1964-65	55	39	40	35	50	55	36	30	22	43	44	69	45	49	33	62	19	216	357	49										
1965-66	78	48	66	49	60	61	61	42	33	60	43	66	50	59	33	68	31	100.00	475	60										
1966-67	59	34	50	34	66	66	66	44	37	67	59	87	58	72	44	84	18	138.46	468	56										
1967-68	102	66	108	67	77	78	129	98	42	74	79	102	65	90	102	177	35	129	753	90										

NOTE :—The percentage indicated is the ratio of the Expenses to the First Year Premium income.

APPENDIX 28(c)

Chapter XI—Para 11.1.19)

WESTERN ZONE

Motor Car Expenses

Year	(Amount in thousands of Rupees)																										
	Bombay			Ahmedabad			Nagpur			Nasik			Poona			Rajkot,			Satara			Surat			Total for the Zone		
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%			
1958.	Rs.	70	35	15	25	8	3	..	..	22	38	..	..	..	..	..	..	..	..	..	..	9	35	145	39
1959.	Rs.	66	29	31	41	11	4	8	47	10	31	6	18	8	35	15	48	180	38	..	..	15	48	180	38
1960.	Rs.	81	32	32	43	15	5	7	36	25	69	9	24	10	35	12	34	212	41	..	..	12	34	212	41
1961.	Rs.	97	35	37	40	18	4	9	33	10	25	15	38	17	56	20	47	254	40	..	..	20	47	254	40
1962-63	Rs.	100	27	43	40	26	5	22	68	38	64	27	51	22	57	34	58	343	44	..	..	34	58	343	44
1963-64	Rs.	109	30	55	50	28	5	16	53	21	39	17	35	17	42	32	55	329	43	..	..	32	55	329	43
1964-65	Rs.	149	36	59	55	20	4	29	96	41	77	22	46	25	59	36	58	404	49	..	..	36	58	404	49
1965-66	Rs.	160	36	38	32	47	8	31	107	44	78	33	71	51	123	46	71	474	54	..	..	46	71	474	54
1966-67	Rs.	182	41	55	43	44	7	27	93	50	95	34	78	20	47	39	59	484	55	..	..	39	59	484	55
1967-68	Rs.	234	49	92	60	53	82	33	102	46	74	41	78	45	93	33	45	614	63	..	..	33	45	614	63

APPENDIX 29

(Chapter XI : Para 11.2.1)

The maximum limits of Sum Assured under Non-Medical Scheme in India and changes therein from time to time

S.No.	Period	Maximum limit of S. A. under	
		Non-Medical (Special)	Non-Medical (General)
		Rs.	Rs.
1.	Sept. 1956-May 1960	3,000/-	..
2.	May 1960-Decr. 1960	5,000/-	2,000/- (in selected rural areas only).
3.	Decr. 1960-Aug. 1961	5,000/-	2,000/- (to all areas)
4.	Aug. 1961-Jan. 1962	(a) 10,000/- (for officers of Defence Forces in medical—Category A1 upto age 45).	2,000/- (to all areas as above).
		(b) 5,000/- (for others).	
5.	Jan. 1962-Oct. 1966	(a) 10,000/- (to officers of Defence Forces as above).	2,000/- (to all areas as above.)
		(b) 10,000/- (to other persons not exceeding age 30).	
		(c) 5,000/- (For the remaining).	
6.	From October 1966	(a) 10,000/- (for officers of Defence Forces as above).	4,000/-
		(b) 10,000/- (for persons not exceeding age 30 as above).	
		(c) 7,500/- (for the remaining).	

APPENDIX 30

(Chapter XI : Para 11.2.2)

Statement showing split up of Non-Medical Business into General & Special Schemes for three years ended 1967-68

Year	Non-Medical General		Non-Medical Special	
	Number of Policies	% to Non-Medical Business	Number of Policies	% to Non-Medical Business
Northern Zone :				
1965-66	11263	17.8	51967	82.2
1966-67	10278	17.5	48497	82.5
1967-68	12329	18.4	54604	81.6
Central Zone :				
1965-66	15326	19.1	64804	80.9
1966-67	12828	13.1	85355	86.9
1967-68	7508	18.9	75192	81.1
Eastern Zone :				
1965-66	39714	27.9	102738	72.1
1966-67	47356	35.6	85585	64.4
1967-68	50449	35.1	93272	64.9
Southern Zone				
1965-66	68744	32.3	143780	67.7
1966-67	67228	30.8	151133	69.2
1967-68	68897	30.8	154601	69.2
Western Zone :				
1965-66	39746	29.9	93001	70.1
1966-67	36140	29.3	87131	70.7
1967-68	44252	32.3	92909	67.7
TOTAL :				
1965-66	174793	27.7	456290	72.3
1966-67	173830	27.5	457701	72.5
1967-68	193435	29.1	470578	70.9

APPENDIX 31(a)

(Chapter XI—Para 11.2.4)

NORTHERN ZONE

Medical Fees

(Amount in thousands of Rupees)

Years	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1958	342	5.03	238	7.29	237	6.60	122	6.05	1055	6.02
1959	410	4.80	397	8.70	310	7.42	303	6.35	1432	6.50
1960	468	4.77	451	7.37	375	7.61	407	6.24	1711	6.30
1961	371	3.34	394	5.24	304	4.63	358	4.44	1435	4.29
1962-63	413	2.49	395	4.16	261	2.89	375	3.39	1457	3.13
1963-64	376	2.55	382	3.66	278	3.74	328	3.57	1370	3.28
1964-65	332	2.53	390	3.87	248	3.54	261	3.25	1237	3.18
1965-66	384	2.73	428	4.00	254	3.55	272	3.56	1345	3.30
1966-67	344	2.26	292	3.04	224	2.97	260	2.99	1128	2.68
1967-68	365	2.35	311	2.85	302	3.15	306	2.96	1293	2.74

Note :—The % indicated is the ratio of expenses to First Year Premium.

APPENDIX 31(b)

(Chapter XI—Para 11.2.4)

CENTRAL ZONE

Medical Fees

(Amount in thousands of rupees.)

Years	Kanpur		Lucknow		Agra		Meerut		Indore		Jabalpur		Varanasi		Total	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
	..		296	6.40	351	6.99	..	..	156	6.43	138	6.36	157	8.40	1102	6.84
1959	178	7.93	263	6.62	409	7.19	..	..	239	7.23	170	5.53	183	7.41	1446	6.96
1960	212	5.55	229	6.27	190	6.48	193	6.25	258	6.74	201	5.31	226	7.60	1514	6.27
1961	160	3.76	178	3.86	147	4.30	137	3.24	176	4.10	187	4.45	179	4.60	1167	4.13
1962-63	233	3.94	232	3.81	185	3.94	168	3.26	224	3.85	236	3.62	220	4.16	1502	3.81
1963-64	172	3.29	179	3.27	130	3.31	162	3.42	194	3.50	186	3.35	159	3.33	1185	3.36
1964-65	166	3.34	171	3.24	152	3.65	169	3.14	199	3.59	188	3.35	161	3.76	1208	3.43
1965-66	186	3.34	187	3.64	156	3.44	178	3.23	205	3.35	177	3.18	178	3.87	1270	3.43
1966-67	179	3.23	173	2.81	151	3.27	171	2.91	198	3.56	127	2.79	147	3.11	1150	3.11
1967-68	185	3.19	212	2.89	158	3.01	173	2.53	214	3.34	152	2.91	176	3.29	1275	3.02

NOTE :—The % indicated is the ratio of expenses to the First Year Premium Income.

APPENDIX 31(C)

(Chapter XI—Para 11.2.4)

EASTERN ZONE

Medical Fees

(Amounts in thousands of rupees)

Years	Calcutta		Asansol		Cuttack		Gauhati		Jalpaiguri		Jambhedpur		Muzaffarpur		Patna		Total	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958 .	722	4.57	194	8.10	60	4.29	279	8.36	168	9.34	131	5.65	127	3.69	160	6.86	1833	5.92
1959 .	1223	6.30	205	6.66	170	9.64	415	8.76	172	8.55	162	5.62	183	8.08	210	7.02	2753	7.02
1960 .	1365	5.62	249	7.01	201	9.28	344	6.48	150	7.53	191	5.95	218	7.62	233	6.54	2860	6.33
1961 .	1345	5.60	192	4.77	101	4.28	241	4.09	166	6.13	190	5.00	180	5.22	198	5.02	2621	5.19
1962-63 .	930	3.43	237	4.31	98	3.55	271	3.55	94	2.88	142	3.12	188	4.76	212	4.41	2188	3.66
1963-64 .	891	3.67	160	3.35	78	2.95	228	2.40	111	3.39	132	3.06	137	3.84	161	3.77	1909	3.33
1964-65 .	923	3.49	161	3.15	86	2.89	237	2.69	121	3.70	125	2.86	159	3.89	165	3.83	1987	3.34
1965-66 .	983	3.29	164	3.15	112	3.56	218	2.54	135	4.10	131	2.99	184	3.93	233	4.02	2170	3.34
1966-67 .	879	2.29	175	3.73	101	2.83	195	2.65	112	3.56	122	2.77	180	3.47	238	3.69	2012	3.13
1967-68 .	872	2.99	172	3.28	101	2.60	200	2.61	117	3.50	118	2.48	195	3.80	262	3.77	2044	3.07

NOTE :—The % indicated is the ratio of expenses to First Year Premium Income.

APPENDIX 31(d)

(Chapter XI : Para 11.2.4)

SOUTHERN ZONE

Medical Fees

(Amount in thousands of rupees)

Years	Madras		Bangalore		Coimbatore		Hyderabad		Madurai		Machilipatnam		Trivandrum		Udipi		Thanjavur		Total	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	249	5.06	287	6.94	368	7.91	204	6.12	348	7.66	348	7.41	262	7.18	273	7.38	..	..	2348	6.98
1959	289	4.58	334	6.85	401	7.65	263	5.40	385	6.80	428	6.55	321	6.04	326	6.81	..	..	2751	6.31
1960	300	4.00	265	5.39	488	8.21	290	5.17	353	5.92	498	6.88	346	5.86	327	6.32	..	..	2872	5.96
1961	258	3.05	207	3.05	350	5.04	279	4.28	338	4.99	486	6.52	325	4.57	255	4.29	..	..	2508	4.53
1962-63	345	2.76	256	2.84	437	4.55	313	3.18	216	3.54	186	2.11	389	3.42	309	4.09	192	5.83	2653	3.39
1963-64	314	2.80	267	3.12	393	4.24	304	2.97	187	3.64	272	3.35	326	3.37	284	3.77	160	4.30	2514	3.42
1964-65	453	3.24	373	3.29	359	3.95	412	3.42	196	3.82	213	3.36	298	3.25	175	3.27	6	.68	2489	3.38
1965-66	560	3.43	433	3.24	409	4.13	472	3.26	218	4.12	229	3.53	318	3.73	188	3.85	7	22.58	2840	3.57
1966-67	452	2.59	414	2.80	354	3.55	437	2.93	191	3.47	210	3.09	250	3.12	189	3.59	8	61.54	2514	3.03
1967-68	359	2.31	409	2.54	349	3.55	341	2.59	172	3.02	244	3.16	201	2.80	195	3.39	104	3.85	2382	2.84

NOTE :—The % indicated is the ratio of expenses to First Year Premium Income.

APPENDIX 31(e)

(Chapter XI : Para 11.2.4)

WESTERN ZONE

Medical Fees

(Amounts in thousands of rupees)

Years	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat		Total	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1938 .	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
	849	4.26	432	7.14	176	7.0	...	...	398	6.92	..	..	..	..	152	5.85	2068	5.57
1939 .	895	3.87	531	7.09	206	7.20	132	7.78	211	6.58	260	7.98	223	9.80	189	5.99	2681	5.69
1960 .	926	3.64	454	6.13	233	6.80	133	6.76	224	6.15	273	7.27	207	7.23	175	5.02	2666	5.12
1961 .	691	2.51	381	4.14	185	4.30	100	3.68	155	3.87	156	3.97	135	4.41	148	3.48	1987	3.37
1962-63 .	841	2.23	394	3.67	232	4.20	124	3.83	178	2.99	189	3.59	133	3.46	200	3.38	2354	3.02
1963-64 .	781	2.14	408	3.07	183	3.60	98	3.23	166	2.92	155	3.16	150	3.61	188	3.19	2178	2.84
1964-65 .	1000	2.43	385	3.62	183	3.30	114	3.76	167	3.13	157	3.32	136	3.23	191	3.09	2389	2.92
1965-66 .	949	2.12	431	3.68	208	3.50	110	3.79	171	3.03	159	3.42	154	3.72	199	3.06	2435	2.80
1966-67 .	874	1.96	394	3.11	171	2.80	98	3.38	133	2.54	127	2.92	124	2.91	173	2.60	2151	2.44
1967-68 .	879	1.85	434	2.83	174	2.71	107	3.30	157	2.53	140	2.66	135	2.79	190	2.57	2272	2.34

Note :—The % indicated is the ratio of expenses to First Year Premium Income.

APPENDIX 32

(Chapter XI : Para. 11.3.5)

Statement showing Medical Fee Expenses per New Policy

Year	Northern Zone	Rs.	Central Zone	Rs.	Eastern Zone	Rs.	Southern Zone	Rs.	Western Zone	Rs.	Corporation
1958	.	.	.	11.59	8.49	7.55	10.14	9.14			
1959	.	.	.	12.03	10.51	7.95	10.68	10.09			
1960	.	.	.	11.26	9.58	8.16	9.80	9.59			
1961	.	.	.	7.44	6.14	6.26	6.37	6.75			
1962-63	.	.	.	6.36	6.13	4.94	6.07	5.92			
1963-64	.	.	.	6.59	5.44	5.14	5.70	5.74			
1964-65	.	.	.	7.36	6.64	5.76	6.94	6.63			
1965-66	.	.	.	7.35	6.61	6.02	6.71	6.56			
1966-67	.	.	.	7.46	5.76	5.74	6.70	6.53			
1967-68	.	.	.	7.88	6.51	5.62	6.71	6.62			

APPENDIX 33

(Chapter XI : Para. 11.2.6)

Statement showing Expenses on Medical Fees per New Medical Policy

Year	Northern Zone		Central Zone		Eastern Zone		Southern Zone		Western Zone		Corporation (in India)	
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1961	.	.	10.71	0.89	9.97	10.88	9.41	9.61	10.00	10.00	10.00	10.00
1962-63	.	.	9.98	10.73	9.43	9.41	10.10	9.47	10.00	10.00	10.00	10.00
1963-64	.	.	10.96	10.30	9.64	10.10	10.10	9.47	10.00	10.00	10.00	10.00
1964-65	.	.	11.56	11.50	10.86	10.77	10.77	10.91	11.02	11.02	11.02	11.02
1965-66	.	.	11.21	11.34	10.74	10.92	10.92	10.54	10.90	10.90	10.90	10.90
1966-67	.	.	12.25	12.11	11.77	11.42	11.42	10.92	11.59	11.59	11.59	11.59
1967-68	.	.	13.33	12.26	12.62	11.85	11.85	11.59	12.22	12.22	12.22	12.22

APPENDIX 34

(Chapter XII]— Para]12.1.3)

Statement showing Ratios of Minor Items of Expenses to Total Management Expenses

(Amount in thousands of Rupees)											
1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68		
Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
Total Ma- nagement Expenses]	213628	243579	277478	315887	442854	402944	446992	495263	546101	586161	
1. Printing & Station- ery	5953 2.79	6076 2.49	6614 2.38	7680 2.43	10980 2.48	9085 2.25	8443 1.89	8662 1.75	9048 1.66	9856 1.68	
2. Postage, Telegrams and Receipt Stamps	5760 2.70	6489 2.66	6981 2.52	7793 2.47	11008 2.49	9949 2.47	10208 2.28	10133 2.05	10419 1.91	10501 1.79	
3. Rents.	4018 1.88	4529 1.86	5374 1.94	5859 1.86	8362 1.89	8562 1.88	9102 2.04	9738 1.97	10380 1.90	11600 1.98	

4. Tabulating Machines Rental & Service Charges .	1327	0.62	1431	0.51	1751	0.63	2770	0.87	5340	1.21	4697	1.17	5365	1.20	6294	1.27	7356	1.35	9430	1.61
5. Advertisement (Publicity Expenses)	1103	.52	2045	.83	1389	.49	2178	.69	3600	.81	3455	.86	2824	.63	2480	.50	2471	.45	1994	.34
6. Telephone charges .	647	.30	705	.29	969	.35	1165	.37	1814	.40	1595	.39	1749	.39	1997	.40	2497	.46	2480	.42

NOTE :—The Expenses have been shown as a percentage to the total Management Expenses.

APPENDIX

(Chapter XII : Para. 12.1.3)

Statement showing Zonewise Ratios of Printing and Stationery Total Management Expenses of the respective Zones of the Life Insurance Corporation of India.

	Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone
1958 . . .	1.62	2.25	3.44	3.03	2.42
1959 . . .	2.13	1.60	2.68	2.66	2.41
1960 . . .	1.63	1.92	2.50	2.66	2.33
1961 . . .	2.02	1.62	2.61	2.72	2.46
1962-63 . .	1.74	1.96	2.44	2.43	2.46
1963-64 . .	1.55	1.56	2.37	2.21	2.12
1964-65 . .	1.47	1.61	2.12	1.57	2.11
1965-66 . .	1.34	1.73	1.73	1.58	1.80
1966-67 . .	1.39	1.12	1.86	1.57	1.71
1967-68 . .	1.42	1.25	1.86	1.63	1.64

APPENDIX 36

(Chapter XIII : Para. 12.1.3)

Statement showing the Zonewise Ratios of Postage, Telegrams and M. Os. Commission Expenses to Total Management Expenses of the respective Zones of the Life Insurance Corporation of India.

	Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone
1958 . . .	2.17	2.41	2.01	3.37	2.32
1959 . . .	2.10	2.35	1.94	3.14	2.23
1960 . . .	2.04	2.31	1.82	2.79	2.12
1961 . . .	2.01	2.22	1.76	2.77	2.05
1962-63 . .	1.89	2.11	1.81	2.72	2.16
1963-64 . .	2.02	2.16	1.86	2.71	2.04
1964-65 . .	1.86	1.85	1.77	2.43	1.87
1965-66 . .	1.68	1.69	1.59	2.18	1.61
1966-67 . .	1.58	1.53	1.42	2.06	1.55
1967-68 . .	1.39	1.67	1.30	1.92	1.45

APPENDIX 37

(Chapter XII: Para. 12.1.3)

Statement showing Zonewise Ratios of Tabulating Machines Rental and Maintenance Expenses to Total Management Expenses of respective Zones of the Life Insurance Corporation of India.

	Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone
1958 . . .	·34	·50	·66	·56	·84
1959 . . .	·36	·53	·69	·50	·78
1960 . . .	·64	·50	·78	·44	·76
1961 . . .	·59	1·40	·93	·50	1·11
1962-63 . .	·84	1·77	1·63	·56	1·40
1963-64 . .	·87	1·53	1·50	·62	1·42
1964-65 . .	·95	1·52	1·52	·69	1·45
1965-66 . .	·97	1·48	1·31	·76	1·39
1966-67 . .	·89	1·70	1·50	·92	1·70
1967-68 . .	1·38	2·02	1·70	1·09	1·94

APPENDIX 38

(Chapter XII—Para 12.1.3)

Statement showing Zonewise Ratios of (1) Rents for Offices belonging to & Occupied by Corporation (2) Rents of other Offices occupied by Corporation Expenses to Total Management Expenses of Respective Zones of the Life Insurance Corporation of India.

	Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone
1958 . . .	1.67	1.15	2.35	1.31	1.98
1959 . . .	1.65	1.16	2.11	1.42	2.12
1960 . . .	1.66	1.15	2.25	1.81	1.98
1961 . . .	1.59	1.17	1.93	1.80	1.89
1962-63] . . .	1.78	1.24	1.94	1.74	1.97
1963-64 . . .	2.08	1.27	2.07	1.62	1.78
1964-65 . . .	1.77	1.25	1.98	1.54	2.15
1965-66 . . .	1.91	1.34	1.82	1.52	2.01
1966-67 . . .	1.83	1.29	1.88	1.48	1.93
1967-68 . . .	1.44	1.14	2.01	1.14	2.75

APPENDIX 39

(Chapter XII—Para 12·1·3)

Statement showing Zonewise Ratios of Telephone Charges Expenses to Total Management Expenses of Respective Zones of Life Insurance Corporation of India

				Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone
1958	.	.	.	·37	·36	·28	·29	·25
1959	.	.	.	·35	·35	·30	·20	·25
1960	.	.	.	·50	·44	·33	·26	·29
1961	.	.	.	·49	·42	·35	·28	·32
1962-63	.	.	.	·56	·45	·38	·30	·34
1963-64	.	.	.	·53	·49	·36	·31	·33
1964-65	.	.	.	·55	·48	·37	·28	·35
1965-66	.	.	.	·57	·53	·38	·30	·34
1966-67	.	.	.	·65	·63	·40	·33	·41
1967-68	.	.	.	·59	·55	·40	·33	·37

APPENDIX 40

(Chapter XII—Para 12·1·3)

Statement showing Zone-wise Ratios of Advertisement Expenses to Total Management Expenses of the Respective Zones of the Life Insurance Corporation of India

			Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone
1958	.	.	·01	·001	·03	·001	·05
1959	.	.	·04	·04	..	·001	·03
1960	.	.	·03	·06	·02	·02	·01
1961	.	.	·10	·13	·03	·03	·05
1962-63	.	.	·10	·14	·06	·02	·01
1963-64	.	.	·10	·14	·10	·06	·07
1964-65	.	.	·001	..	·09	·01	..
1965-66	.	.	·36	·35	·15	·13	·13
1966-67	.	.	·26	·28	·13	·13	·12
1967-68	.	.	·20	·20	·10	·10	·10

APPENDIX 41 (a)

(Chapter XII—Para, 12.2.3)

NORTHERN ZONE

Printing and Stationery

(Amount in thousands of Rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone.	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1958	76	.58	42	.78	36	.58	39	.57	378	.55
1959	120	.48	102	.70	90	.96	115	1.07	583	.69
1960	134	.40	122	.67	91	.69	91	.56	547	.50
1961	184	.46	201	.90	118	.68	186	.88	828	.61
1962-63	213	.33	302	1.00	168	.64	214	.63	1023	.54
1963-64	197	.27	259	.79	147	.54	160	.47	853	.46
1964-65	259	.30	217	.59	135	.43	142	.37	874	.44
1965-66	213	.33	236	.55	148	.53	166	.40	878	.39
1966-67	227	.22	280	.62	160	.42	178	.39	972	.40
1967-68	241	.22	263	.51	180	.40	195	.37	1009	.37

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 41 (b)

(Chapter XII—Para. 12.2.3)

CENTRAL ZONE

Printing and Stationery

(Amount in thousands of Rupees)

Year	Kanpur		Lucknow		Agra		Meerut		Indore		Jabalpore		Varanasi		Total for Zone.	
	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.
1958	.	..	23	29	40	46	..	..	11	25	9	25	6	19	422	1.45
1959	.	4	08	17	19	25	20	..	11	15	9	15	5	09	363	.82
1960	.	5	05	14	15	15	19	6	20	20	16	18	5	07	529	.85
1961	.	5	04	3	02	8	08	8	13	01	15	13	8	08	526	.62
1962-63	.	22	11	14	07	22	15	25	33	17	30	17	18	12	939	.76
1963-64	.	20	10	30	15	19	13	29	36	17	45	25	37	23	675	.52
1964-65	.	15	07	43	19	24	14	23	40	16	43	19	20	11	806	.53
1965-66	.	53	21	113	41	45	22	36	78	28	71	28	101	52	946	.50
1966-67	.	95	32	61	19	66	29	85	83	25	76	30	12	06	675	.35
1967-68	.	78	24	126	36	83	33	100	135	39	165	58	109	43	830	.39

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 41 (c)

(Chapter XII—Para. 12.2.3)

EASTERN ZONE

Printing and Stationery.

(Amount in thousands of Rupees)

Year	Calcutta		Asansol		Cuttack		Gauhati		Jalpaiguri		Jamshedpur		Muzaffarpur		Patna		Total for Zone	
	Amount %		Amount %		Amount %		Amount %		Amount %		Amount %		Amount %		Amount %		Amount %	
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958	.	69	.26	21	.58	5	.23	39	.90	25	.94	9	.52	10	.47	25	.64	1923 1.10
1959	.	169	.41	28	.47	6	.17	68	.78	27	.68	4	.07	10	.25	41	.64	1613 .81
1960	.	562	.94	102	1.19	69	1.35	132	1.06	84	1.78	61	.73	62	.98	101	1.15	1674 .77
1961	.	570	.72	151	1.32	117	1.78	204	1.18	86	1.21	96	.82	105	1.23	156	1.34	1964 .77
1962-63	.	862	.80	162	.93	110	1.11	284	1.15	108	1.03	120	.66	135	1.22	158	.96	2450 .75
1963-64	.	717	.66	150	.86	59	.60	241	.90	140	1.45	96	.53	120	1.00	168	1.02	2106 .69
1964-65	.	637	.49	164	.74	144	1.14	248	.79	107	.92	165	.87	119	.85	157	.83	2071 .62
1965-66	.	602	.39	163	.64	112	.77	255	.76	106	.77	57	.26	140	.83	124	.53	1853 .50
1966-67	.	940	.56	193	.70	114	.70	211	.50	90	.59	118	.48	137	.73	130	.51	2203 .54
1967-68	.	942	.51	147	.46	123	.66	346	.90	114	.72	124	.48	160	.30	199	.69	2359 .57

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 41 (d)

(Chapter XII : Para. 12.2.3)

SOUTHERN ZONE

Printing and Stationery

(Figures in thousands of Rupees)

Year	Madras		Bangalore		Coimbatore		Hyderabad		Madurai		Machilipatnam		Trivandrum		Udipi		Thanjavur		Total for Zone	
	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.	Amount %	Rs.
1958	60	63	100	71	70	80	32	50	43	49	51	42	95	114	41	44	..	..	1250	1.21
1959	71	49	122	71	91	71	51	45	63	46	58	33	99	76	73	55	..	..	1269	.93
1960	123	58	119	53	113	64	87	56	120	65	121	55	122	69	101	58	..	..	1487	.86
1961	101	34	190	65	145	61	151	79	191	77	190	75	150	60	98	48	..	..	1762	.81
1962-63	257	54	309	75	249	67	186	59	212	74	277	78	306	73	221	75	96	1.85	2330	.74
1963-64	236	49	213	50	253	66	166	48	157	66	172	48	231	55	167	52	137	.87	1973	.62
1964-65	234	41	224	44	174	40	129	32	70	28	148	38	163	34	96	27	40	.28	1555	.43
1965-66	268	34	283	44	177	36	151	27	144	51	169	40	342	67	143	38	77	.58	1792	.43
1966-67	341	40	304	42	226	43	223	35	147	47	190	42	201	34	178	46	67	.54	1935	.42
1967-68	395	44	257	31	270	48	233	34	157	46	214	44	257	45	180	43	168	.56	2157	.43

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 41 (e)

(Chapter XII : Para. 12.2.3).

WESTERN ZONE

Printing and Stationery

(Amount in Thousands of Rupees)

Year	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat		Total for Zone	
	Amount		%		Amount		%		Amount		%		Amount		%		Amount	
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
1958	.	99	.28	42	.39	19	.38	..	76	.33	..	..	..	..	22	.43	1603	.46
1959	.	88	.17	50	.28	22	.29	46	.34	.39	.39	.24	25	.18	17	.22	1744	.48
1960	.	180	.23	53	.22	29	.28	26	.44	52	.26	.29	40	.27	25	.23	1831	.48
1961	.	577	.55	213	.67	128	.95	81	.95	134	.87	.110	147	.98	102	.67	2099	.33
1962-63	.	894	.58	275	.59	230	1.10	124	1.06	170	.76	.168	166	1.05	154	.67	2824	.56
1963-64	.	507	.31	122	.24	98	.42	18	.14	53	.22	.43	63	.37	27	.10	2338	.47
1964-65	.	851	.43	267	.47	175	.66	91	.65	150	.56	.96	139	.73	120	.38	2510	.49
1965-66	.	759	.33	225	.34	178	.60	89	.58	149	.49	.100	159	.74	106	.29	2327	.42
1966-67	.	852	.33	227	.31	191	.59	100	.61	144	.43	.111	149	.62	111	.28	2372	.39
1967-68	.	823	.28	292	.35	225	.62	93	.51	176	.47	.112	179	.56	131	.29	2471	.38

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 41(६)

(Chapter XII — Para 12.2.3)

PRINTING & STATIONERY

Expenses of Central Office & Zonal Offices

(Amount in Thousands of Rupees)

Particulars	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
1. Northern Zonal Office	184	156	109	64	126	76	95	85	105	108
2. Central Zonal Office	333	302	448	466	775	459	598	449	198	34
3. Eastern Zonal Office	1706	1232	194	141	161	187	76	52	71	16
4. Southern Zonal Office	758	670	581	546	217	240	276	37	58	86]
5. Western Zonal Office	721	946	906	119	53	1113	205	267	295	244
6. Central Office	378	347	548	500	1407	1237	617	854	875	1006

APPENDIX 42(a)
(Chapter XII—Para 12.3.2)

NORTHERN ZONE

Postage, Telegrams, Money Order Commission and Receipt Stamps

(Amount in thousands of rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
	Rs.		Rs.		Rs.		Rs.		Rs.	
1958 . . .	76	·58	104	1·92	87	1·40	109	1·59	562	·71
1959 . . .	110	·44	140	·96	107	1·14	119	1·10	660	·78
1960 . . .	152	·45	170	·94	129	·98	154	·95	783	·71
1961 . . .	173	·43	223	1·00	154	·88	209	1·00	935	·70
1962-63 . .	243	·37	351	1·26	235	·90	300	·93	1334	·72
1963-64 . .	308	·43	346	1·06	225	·82	263	·67	1261	·68
1964-65 . .	298	·36	349	·96	221	·71	270	·71	1267	·63
1965-66 . .	297	·33	338	·80	245	·88	258	·63	1271	·57
1966-67 . .	294	·20	334	·75	235	·62	283	·61	1275	·52
1967-68 . .	300	·28	312	·60	251	·56	288	·55	1263	·47

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 42(b)

(Chapter XII—Para 12.3.2)

CENTRAL ZONE

Postage, Telegrams, Money Order Commission and Receipt Stamps

(Amount in thousands of Rupees)

Year	Kanpur		Lucknow		Agra		Meerut	
	Amount Rs.	%	Amount Rs.	%	Amount Rs.	%	Amount Rs.	%
1958	..	..	145	1.80	127	1.45	..	..
1959	40	.78	150	1.72	140	1.10	..	..
1960	93	.92	124	1.29	90	1.16	79	.91
1961	105	.77	146	1.08	104	1.02	88	.77
1962-63	154	.77	199	1.03	139	.95	133	.78
1963-64	146	.72	175	.87	119	.79	122	.67
1964-65	134	.58	168	.72	116	.67	128	.59
1965-66	132	.53	174	.63	122	.61	129	.53
1966-67	132	.45	182	.57	128	.56	121	.43
1967-68	141	.43	196	.56	141	.56	142	.43
	Indore		Jabalpur		Varanasi		Total for the Zone	
	Amount Rs.	%	Amount Rs.	%	Amount Rs.	%	Amount Rs.	%
1958	64	1.43	62	1.70	54	1.66	489	1.68
1959	89	1.24	81	1.33	66	1.28	599	1.32
1960	106	1.05	109	1.24	81	1.12	717	1.15
1961	131	.97	123	1.04	50	.89	816	.97
1962-63	183	.95	182	1.05	132	.85	1159	.94
1963-64	177	.86	179	.98	122	.76	1070	.83
1964-65	192	.75	198	.88	115	.65	1072	.71
1965-66	186	.66	191	.76	127	.66	1086	.64
1966-67	191	.58	184	.71	120	.56	1087	.57
1967-68	203	.59	190	.67	140	.55	1179	.55

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 42(c)

(Chapter XII — Para 12.3.2)

EASTERN ZONE

Postage, Telegrams, Money Order Commission and Receipt Stamps

(Amount in thousands of Rupees)

Year	Calcutta		Asansol		Cuttack		Gauhati		Jalpaiguri	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
	Rs.		Rs.		Rs.		Rs.		Rs.	
1958	288	1.10	75	2.05	52	2.42	155	3.54	61	2.29
1959	332	.81	89	1.48	58	1.68	186	2.14	71	1.79
1960	365	.61	109	1.28	68	1.33	184	1.47	80	1.70
1961	415	.52	126	1.11	83	1.27	213	1.23	85	1.20
1962-63	574	.52	192	1.09	114	1.15	309	1.25	113	1.07
1963-64	597	.47	175	1.00	99	1.00	271	1.01	106	1.10
1964-65	585	.46	191	.87	117	.92	297	.94	110	.94
1965-66	531	.34	181	.72	125	.86	302	.88	121	.88
1966-67	549	.32	178	.64	125	.77	311	.74	114	.74
1967-68	569	.31	190	.59	127	.68	286	.74	109	.69
		Jamshedpur		Muzaffarpur		Patna		Total for the Zone		
		Amount	%	Amount	%	Amount	%	Amount	%	
		Rs.		Rs.		Rs.		Rs.		
1958		59	1.61	33	1.56	95	2.44	1261	.72	
1959		69	1.14	60	1.45	108	1.68	1385	.69	
1960		75	.89	74	1.16	111	1.26	1447	.66	
1961		91	.78	89	1.03	117	1.00	1577	.62	
1962-63		114	.65	116	1.05	166	1.01	2172	.66	
1963-64		111	.61	109	.92	158	.95	1938	.63	
1964-65		111	.59	129	.93	147	.78	2058	.61	
1965-66		111	.50	111	.74	184	.79	2014	.55	
1966-67		111	.45	130	.69	183	.72	2009	.51	
1967-68		113	.42	132	.66	161	.56	1980	.4	

The % indicated is the ratio of the expenses to the year and renewal premium income.

APPENDIX 42 (d)

(Chapter XII—Para 12.3.2)

SOUTHERN ZONE

Postage Telegrams, Money Order Commission and Receipt Stamps

(Amount in thousands of Rupees)

Year	Madras		Bangalore		Coimbatore		Hyderabad		Madurai	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Rs.		Rs.		Rs.		Rs.		Rs.	
1958 . . .	120	1.36	182	1.29	181	2.07	107	1.66	200	2.27
1959 . . .	148	1.02	190	1.17	209	1.63	120	1.05	227	1.68
1960 . . .	170	.82	192	.87	230	1.32	148	.97	233	1.26
1961 . . .	208	.69	221	.76	271	1.15	167	.87	269	1.09
1962-63 . . .	317	.68	321	.78	401	1.08	244	.77	312	1.09
1963-64 . . .	306	.65	318	.75	380	.99	241	.69	230	.98
1964-65 . . .	345	.61	339	.67	362	.83	258	.63	229	.90
1965-66 . . .	453	.59	349	.54	385	.79	288	.52	244	.86
1966-67 . . .	465	.54	359	.50	391	.75	303	.48	246	.79
1967-68 . . .	428	.48	382	.47	391	.68	318	.46	252	.74
<hr/>										
	Machhlipatnam		Trivandrum		Udipi		Tanjavur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Rs.		Rs.		Rs.		Rs.		Rs.	
1958 . . .	194	1.57	167	2.01	124	1.34	..	..	1507	1.47
1959 . . .	220	1.25	182	1.40	161	1.22	..	..	1671	1.24
1960 . . .	242	1.10	187	1.05	177	1.02	..	..	1753	1.02
1961 . . .	267	1.05	234	.95	209	1.01	..	..	2012	.93
1962-63 . . .	364	1.00	391	.93	315	1.07	102	1.97	2928	.93
1963-64 . . .	310	.86	314	.75	322	1.01	171	1.08	2706	.85
1964-65 . . .	302	.77	311	.65	314	.89	157	1.11	2717	.75
1965-66 . . .	276	.66	342	.67	303	.82	142	1.06	2814	.67
1966-67 . . .	282	.63	337	.58	335	.86	145	1.17	2902	.63
1967-68 . . .	281	.58	320	.58	340	.81	165	.85	2923	.58

*The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 42 (c)

Chapter XII—Para. 12.3.2)

WESTERN ZONE

Postage, Telegrams, Money Order Commission and Receipt Stamps

(Amount in thousands of Rupees)

Year	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1958 . . .	266	63	144	1.34	94	1.90	..	..	285	1.24	..	..	..	..	73	1.44	1707	.49
1959 . . .	241	45	181	1.03	118	1.37	58	1.25	174	1.74	54	.69	82	.61	85	1.09	1842	.51
1960 . . .	262	34	215	.90	135	1.33	83	1.41	147	1.22	101	.99	122	.83	98	.90	1895	.50
1961 . . .	305	39	244	.76	138	1.03	96	1.12	152	.99	118	.88	142	.94	118	.77	1997	.50
1962-63 . .	477	31	368	.80	207	.99	142	1.22	229	1.03	185	.92	195	1.24	183	.80	2833	.56
1963-64 . .	409	25	341	.68	202	.88	120	.97	204	.86	154	.53	190	1.13	171	.62	2458	.52
1964-65 . .	484	24	346	.60	200	.75	728	.91	209	.78	168	.72	191	1.01	173	.55	2539	.49
1965-66 . .	461	20	328	.43	232	.74	123	.80	199	.65	165	.61	184	.85	184	.51	2424	.43
1966-67 . .	528	20	339	.46	202	.63	120	.74	210	.64	163	.58	198	.83	181	.45	2477	.41
1967-68 . .	510	18	375	.45	204	.57	125	.68	219	.59	174	.56	210	.78	194	.43	2525	.38

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 42 (f)

(Chapter XII—Para. 12.3.2)

POSTAGE, TELEGRAMS, ETC.

Expenses of Central Office and Zonal Office

(Amount in thousands of rupees)

Particulars	1958	1959	1960	1961	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67	1967- 68
1. Northern Zonal Office . . .	185	194	178	34	205	37	87	76	80	74
2. Central Zonal Office . . .	32	30	35	29	37	30	25	25	29	24
3. Eastern Zonal Office . . .	35	28	26	18	28	22	22	38	41	35
4. Southern Zonal Office . . .	232	214	174	166	159	113	98	31	40	36
5. Western Zonal Office . . .	123	147	141	131	167	142	138	159	166	179
6. Central Office . . .	233	296	384	457	582	516	555	524	670	628

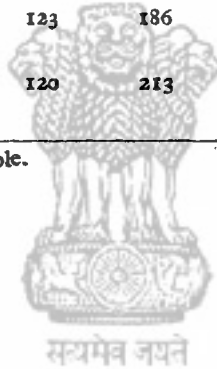
APPENDIX 43

(Chapter XII—Para. 12.4.6.)

Zonewise Statement showing Rent Expenses per employee.

Year	Northern Zone	Central Zone	Eastern Zone	Southern Zone	Western Zone	Corpora- tion.
1962-63	N.A.	N.A.	N.A.	N.A.	N.A.	182
1963-64	159	96	157	134	159	155
1964-65	158	104	162	137	212	182
1965-66	168	119	163	150	214	192
1966-67	171	123	186	154	218	203
1967-68	150	120	213	125	340	227

N. A. means not available.



APPENDIX 44 (a)
(Chapter XII.—Para. 12.4.6)

NORTHERN ZONE

Rents of offices belonging to and occupied by the Corporation.

(Amount in thousands of Rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Rs.		Rs.		Rs.		Rs.		Rs.	
1958 . . .	109	·83	13	·24	..	..	..	..	241	·35
1959 . . .	117	·46	15	·10	1	·01	..	..	278	·33
1960 . . .	132	·39	24	·13	2	·02	..	..	307	·28
1961 . . .	124	·31	14	·06	34	·19	..	..	351	·26
1962-63 . .	222	·34	39	·12	56	·21	27	·08	560	·29
1963-64 . .	245	·34	150	·46	45	·16	123	·36	759	·41
1964-65 . .	246	·30	150	·41	48	·16	123	·34	753	·37
1965-66 . .	253	·28	146	·34	150	·54	123	·30	846	·38
1966-67 . .	277	·27	162	·36	152	·40	126	·27	899	·37
1967-68 . .	268	·25	169	·33	148	·33	149	·28	737	·27

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 44(b)

(Chapter XII — Para 12.4.6)

CENTRAL ZONE

Rents of Offices belonging to and occupied by the Corporation

(Amounts in thousands of rupees)

Year	Kanpur		Lucknow		Agra		Meerut		Indore		Jabalpur		Varanasi		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958	..	..	12	13	12	14	..	..	..	..	..	..	1	03	75	25
1959	6	12	12	14	12	09	..	..	..	..	..	..	2	04	76	17
1960	12	12	11	11	10	13	2	02	16	15	..	..	2	02	101	16
1961	10	07	28	21	10	10	2	02	22	16	..	..	2	02	116	14
1962-63	20	10	87	45	26	18	2	01	28	14	..	..	2	01	220	18
1963-64	18	09	70	35	21	14	2	01	22	11	..	..	59	37	229	18
1964-65	24	10	74	32	24	14	2	01	22	09	15	06	59	34	258	17
1965-66	47	19	72	26	29	14	2	01	110	39	15	06	59	31	370	22
1966-67	54	19	74	23	27	12	20	07	126	38	20	08	58	27	436	23
1967-68	55	17	64	18	43	17	26	08	78	23	34	12	60	24	422	20

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 44(c)

(Chapter XII — Para 12.4.6)

EASTERN ZONE

Rents of Offices belonging to & occupied by the Corporation

(Amount in thousands of rupees)

Year	Calcutta		Asansol		Cuttack		Gauhati		Jalpaiguri		Janshedpur		Muzaffarpur		Patna		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	Rs. 260	1.00	5	.14	1	.04	3	.07	3	.11	51	1.40	..	..	22	.57	843	.48
1959	325	.80	8	.13	2	.06	26	.30	6	.15	52	.86	..	..	22	.34	816	.41
1960	372	.62	15	.18	2	.04	29	.23	4	.08	57	.69	..	..	54	.61	1064	.49
1961	85	.49	20	.18	2	.03	32	.19	3	.04	60	.52	..	..	51	.44	994	.39
1962-63	513	.47	26	.15	2	.02	45	.18	4	.03	76	.44	..	..	64	.39	1277	.39
1963-64	585	.54	21	.12	2	.02	36	.13	3	.03	52	.29	17	.14	57	.34	1204	.39
1964-65	634	.49	21	.09	4	.03	36	.11	3	.03	67	.35	18	.13	56	.30	1270	.37
1965-66	640	.41	87	.34	15	.10	36	.11	3	.02	61	.27	18	.11	47	.20	1327	.37
1966-67	615	.36	95	.34	154	.94	36	.09	3	.02	66	.27	19	.10	50	.20	1485	.37
1967-68	275	.15	77	.24	68	.37	90	.23	33	.21	31	.11	17	.08	25	.09	1791	.43

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 44(d)

(Chapter No. XII Para 12.4.6)

SOUTH ZONE

Ratio of Offices belonging to & occupied by the Corporation

Year	(Amount in thousands of Rupees)												Total for the Zone							
	Madras		Bangalore		Coimbatore		Hyderabad		Madurai		Machilipatnam				Trivandrum		Udipi		Thanjavur	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	Rs. 35	40	46	32	44	50	28	43	25	28	23	19	4	05	9	10	..	..	319	31
1959	59	41	46	27	58	45	28	25	25	18	23	13	4	03	10	08	..	..	428	32
1960	187	89	49	22	61	35	28	18	28	15	22	10	4	02	10	06	..	..	740	43
1961	214	73	62	21	61	26	28	15]	37	15	22	08	4	02	39	19	..	..	828	38
1962-63	329	70	159	39	81	22	45	14	27	09	28	09	5	01	65	22	14	27	1166	37
1963-64	281	59	171	41	65	17	38	11	18	08	22	06	4	01	52	16	15	09	1003	31
1964-65	292	51	181	36	65	15	38	09	23	09	25	06	2	..	52	15	18	13	1025	29
1965-66	409	53	188	29	69	14	137	25	35	12	29	07	7	01	60	16	23	17	1193	29
1966-67	409	47	187	26	95	18	138	22	38	12	24	08	18	03	74	19	32	26	1287	28
1967-68	128	14	114	14	59	10	77	11	21	06	40	08	13	02	56	13	36	19	961	15

Note:—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 44(c)

(Chapter XII — Para 12.4.6)

WESTERN ZONE

Rents of Offices belonging to & occupied by the Corporation

(Amount in thousands of Rupees)

Year	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat		Total for the Zone	
	Amt. %		Amt. %		Amt. %		Amt. %		Amt. %		Amt. %		Amt. %		Amt. %		Amt. %	
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958 .	94	.27	42	.39	101	2.04	..	..	34	.15	..	..	..	..	..	..	850	.25
1959 .	323	.61	46	.26	100	1.32	8	.17	18	.18	..	..	13	.10	..	..	1060	.29
1960 .	107	.14	49	.20	99	.97	13	.22	18	.15	..	..	14	.10	..	..	1072	.28
1961 .	392	.17	49	.15	99	.74	13	.15	18	.12	..	..	14	.09	14	.09	1064	.26
1962-63 .	512	.33	139	.30	121	.58	16	.14	23	.10	..	..	18	.11	24	.10	1347	.26
1963-64 .	418	.26	127	.25	99	.43	13	.10	20	.08	..	..	15	.09	33	.12	1095	.23
1964-65 .	784	.40	121	.21	109	.41	28	.20	112	.41	..	..	13	.07	42	.13	1713	.33
1965-66 .	775	.34	125	.19	114	.38	30	.20	184	.61	..	..	11	.05	41	.11	1734	.30
1966-67 .	811	..	125	.17	112	.35	29	.18	185	.56	9	.03	12	.05	40	.10	1790	.29
1967-68 ¹¹ .	921	.32	124	.15	122	.34	28	.15	204	.55	65	.21	13	.05	41	.09	3259	.50

Note: The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 44(i)

(Chapter XII—Para 12.4.6)

RENT EXPENSES OF CENTRAL OFFICE AND ZONAL OFFICES

Rents for Offices belonging to & occupied by the Corporation

Particulars	(Amount in thousands of Rupees)									
	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
Central Office	146	132	178	236	288	245	910	985	1026	996
Central Office (Foreign Dept.) .	22	65	68	232	327	236	226	225	260	187
Western Zonal Office . . .	180	71	92	62	58	47	167	176	224(CR)	453
Southern Zonal Office . . .	105	175	346	357	411	335	326	233	262	417
Northern Zonal Office . . .	119	145	149	101	216	137	131	116	129(CR)	29
Central Zonal Office . . .	46	44	48	42	55	37	38	36	57	63
Eastern Zonal Office . . .	108	..	110	54	72	51	72	72	17	969
Internal Audit Dept. . . .	..	10	24	62	75	74	..	39	37	37

APPENDIX 45 (a)
(Chapter XII—Para. 12.4.6)

NORTHERN ZONE

Rents of other offices occupied by the Corporation

(Amount in thousands of Rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Rs.		Rs.		Rs.		Rs.		Rs.	
1958 . . .	15	·11	17	·31	40	·65	38	·55	150	·21
1959 . . .	20	·08	22	·13	48	·51	53	·49	174	·23
1960 . . .	52	·15	31	·17	58	·44	74	·46	252	·23
1961 . . .	72	·18	50	·22	65	·37	81	·39	301	·22
1962-63 . .	101	·15	90	·30	110	·42	132	·41	491	·26
1963-64 . .	95	·13	74	·23	108	·40	96	·28	385	·21
1964-65 . .	109	·13	79	·22	115	·37	102	·27	408	·20
1965-66 . .	117	·13	82	·19	102	·37	103	·25	407	·18
1966-67 . .	116	·11	79	·18	92	·24	95	·21	385	·16
1967-68 . .	114	·10	85	·17	82	·18	94	·18	378	·14

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 45(b)

(Chapter XII—Para 12-4.6)

CENTRAL ZONE

Rents of other offices occupied by the Corporation

(Amount in thousands of Rupees)

Year	Kanpur		Lucknow		Agra		Meerut		Indore		Jabalpur		Varanasi		Total for the Zone	
	Rs.	% Amount	Rs.	% Amount	Rs.	% Amount	Rs.	% Amount	Rs.	% Amount	Rs.	% Amount	Rs.	% Amount	Rs.	% Amount
1958	46	57	25	29	..	..	15	56	17	46	24	74	141	48
1959	12	23	43	49	36	28	..	..	33	46	27	44	27	52
1960	23	23	43	45	15	19	37	43	31	31	37	42	28	38
1961	37	27	47	35	17	17	40	35	32	24	44	37	36	35
1962-63	58	29	64	33	21	14	56	33	48	25	66	37	49	31
1963-64	49	24	50	25	18	12	53	29	43	21	72	40	29	18
1964-65	88	38	50	21	19	11	54	25	44	17	76	34	27	15
1965-66	61	24	55	20	20	10	53	22	45	16	86	34	30	16
1966-67	33	11	54	17	20	09	51	18	38	12	95	37	33	15
1967-68	37	11	49	14	22	09	48	15	40	12	94	33	33	13

Note :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 44 (c)

(Chapter XII—Para. 12.4.6)

EASTERN ZONE

Rents of other offices occupied by the Corporation

(Amount in thousands of Rupees)

Year	Calcutta										Muzaffarpur										Total for the Zone									
	Asansol		Cuttack		Gaubati		Jalpaiguri		Jamshedpur		Muzaffarpur		Patna		Total for the Zone		Total for the Zone		Total for the Zone		Total for the Zone		Total for the Zone		Total for the Zone		Total for the Zone		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958	98	38	26½	71	22	1.02	86	1.96	29	1.09	14	38	28	1.33	37	95	472	27												
1959	107	26	27	45	34	98	69	79	30	75	15	25	35	86	32	50	453	22												
1960	116	19	17	20	42	82	56	45	34	72	16	19	38	63	31	35	446	20												
1961	119½	15	25	22½	41½	62	56	32	40	57	18	16	44	52	26	22	460	18												
1962-63	191½	18	36	21	66	67	84	34	60	57	31	18	68	61	38	23	670	20												
1963-64	168	14	45	26	54	55	95	35	56	58	46	25	40	34	26	16	636	21												
1964-65	201	16	47	21	58½	46	101	32	61	52	55	29	53	38	32	17	667	19												
1965-66	219	14	46	18	33	23	107	32	69	50	54	24	54	32	37	16	623	17												
1966-67	224	13	41½	15	23½	14	145	35	78	51	67	27	82	44	42	17	745	18												
1967-68	223	12	54½	17½	21	11	77	20	97	62	71	27	74	37	103	30	755	18												

Note :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 45(d)

(Chapter XII—Para 12.4.6)

SOUTHERN ZONE

Rents of other Offices occupied by the Corporation

(Amount in thousands of Rupees)

Year	Madras			Bangalore			Coimbatore			Hyderabad			Madurai			Machilipatnam			Trivandrum			Udipi			Thanjavur			Total of the Zone		
	Amt.		%	Amt.		%	Amt.		%	Amt.		%	Amt.		%	Amt.		%	Amt.		%	Amt.		%	Amt.		%	Amt.		%
	Rs.			Rs.			Rs.			Rs.			Rs.			Rs.			Rs.			Rs.			Rs.			Rs.		
1958	35	.40	31	.22	21	.24	23	.36	37	.42	24	.20	31	.37	16	.17	..	..	..	..	..	..	..	..	..	..	..	224	.22	
1959	35	.24	40	.23	21	.16	26	.23	48	.36	28	.16	35	.27	18	.14	..	..	..	..	..	..	..	..	..	..	..	251	.19	
1960	28	.13	51	.23	20	.11	34	.22	50	.27	27	.12	36	.20	18	.10	..	..	..	..	..	..	..	..	..	..	..	275	.16	
1961	49	.17	50	.17	31	.13	31	.16	54	.21	42	.16	52	.21	20	.09	..	..	..	..	..	..	..	..	..	..	..	338	.16	
1962-63	58	.12	40	.10	54	.15	49	.16	60	.21	82	.23	104	.25	32	.11	23	.44	503	.16	..	..	..	..	..	..	..	..	503	.16
1963-64	47	.10	19	.05	48	.13	47	.14	48	.20	72	.20	95	.23	38	.12	34	.21	447	.14	..	..	..	..	..	..	..	..	447	.14
1964-65	51	.09	30	.06	51	.12	48	.12	64	.25	73	.18	112	.23	37	.11	36	.25	502	.14	..	..	..	..	..	..	..	..	502	.14
1965-66	54	.07	25	.04	52	.11	41	.07	74	.26	79	.19	130	.27	29	.08	33	.25	529	.13	..	..	..	..	..	..	..	..	529	.13
1966-67	52	.06	24	.03	50	.10	42	.07	75	.24	76	.17	152	.26	28	.07	29	.24	537	.12	..	..	..	..	..	..	..	..	537	.12
1967-68	46	.05	30	.04	50	.09	44	.06	97	.28	78	.16	153	.27	33	.08	26	.13	557	.11	..	..	..	..	..	..	..	..	557	.11

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 45(G)

(Chapter XII— Para 12.4.6)

WESTERN ZONE

Rents of other Offices occupied by the Corporation

Year	(Amount in thousands of Rupees)																Total for the Zone		
	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat				
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%			
1958 .	. .	175	50	44	41	7	14	..	..	39	17	..	..	..	..	37	73	462	13
1959 .	. .	67	13	51	29	9	12	5	11	48	48	22	31	6	04	47	60	471	13
1960 .	. .	352	45	57	24	12	12	6	10	53	44	31	30	7	05	44	40	483	13
1961 .	. .	154	15	73	23	15	11	11	13	63	41	43	32	9	06	35	23	547	14
1962-63 .	. .	373	24	92	20	25	12	26	22	88	39	76	38	18	11	47	21	921	18
1963-64 .	. .	322	20	80	16	22	10	21	17	77	33	69	24	15	09	43	16	789	17
1964-65 .	. .	331	17	159	27	29	11	25	18	73	27	73	31	21	11	41	13	847	16
1965-66 .	. .	387	17	193	29	37	12	26	17	63	21	85	32	25	12	45	12	871	16
1966-67 .	. .	378	14	204	28	42	13	28	17	36	11	83	29	30	13	70	18	879	15
1967-68 .	. .	378	13	206	25	45	13	28	15	35	09	65	21	29	11	91	20	888	14

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 46

(Chapter XII—Para. 1-3-5)

Cost price, Rentals and Maintenance charges of the 80 common equipments

Description of the Machine	Type & Model	Monthly Rental	Purchase Price	Qly. maintenance charges	One time installation charges
TABULATOR	IBM 402	3225			8669
	IBM 407	6000			22541
	IBM 852	2505			
	ICT 863	2760			
	ICT 902 (Full Capacity)	4520			
	ICT 906 (do)	4520			
REPRODUCER	IBM 514	938			3522
	ICT 203 (With Summary card punch attachment).		38675	415	
INTERPRETER	IBM 548	750			13000 (Appx)
	ICT 431	780	..	..	..
COLLATOR	IBM 077	750			2064
	ICT 365	625			
SORTER	IBM 082	450			1135
	ICT-309	450			
PUNCH	IBM—Auto (Alpha 024/001)	315			27
	ICT—Auto Alpha 69/0		11150	215	
	IBM Auto Numeric 024/002	277			1127
	ICT Auto Numeric 69/0		9280	190	
VERIFIER	IBM Alpha 056/001	390			1408
	ICT/Alpha 169/0		13515	270	
	IBM Numeric 056/002	353			1408
	ICT Numeric 169/0		11645	240	

NOTE :—One time installation charges are collected by IBM to meet the expenses incurred by them to import certain components of the machines.

APPENDIX 47 (a)

(Chapter XII—Para. 12.5.5.)

NORTHERN ZONE

Tabulating Machines (Rental and Maintenance)

(Amount in thousands of Rupees)

Year	Delhi		Ajmer		Chandigarh		Jullundur		Total for the Zone	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
1958	Rs. . .	..	Rs. 29	.54	Rs. . .	..	Rs. . .	..	Rs. 80	.12
195908	40	.27	..	..	16	.15	99	.12
196014	70	.39	6	.05	39	.24	216	.20
196121	74	.31	13	.08	25	.12	342	.18
1962-6319	95	.31	29	.11	103	.32	493	.26
1963-6423	82	.25	51	.19	82	.21	477	.26
1964-6525	85	.23	96	.31	81	.22	567	.28
1965-6622	103	.24	131	.47	93	.23	634	.28
1966-6725	83	.20	82	.21	64	.14	625	.26
1967-6839	188	.37	160	.36	145	.28	1071	.40

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 47 (b)

(Chapter XII—Para 12.5.5)

A CENTRAL ZONE

Tabulating Machines (Rental and Maintenance)

(Amount in thousands of Rupees)

Year	Kanpur		Lucknow		Agra		Meerut		Indore		Jabalpur		Varanasi		Total for Zone	
	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount
1958	Rs.	30	37	34	39	..	..	..	..	..	..	..	..	..	94	32
1959	.. . . .	31	36	29	29	..	..	13	18	15	25	..	..	..	120	26
1960	.. . . .	32	53	29	37	..	..	27	27	23	26	..	..	..	139	22
1961	.. . . .	36	27	49	48	24	25	69	51	51	43	50	49	454	53	53
1962-63	185	90	108	56	85	58	96	56	54	28	104	59	92	59	845	68
1963-64	187	91	91	45	70	46	82	46	80	38	80	44	73	45	663	51
1964-65	186	81	112	48	78	45	98	45	86	34	87	39	110	63	757	50
1965-66	152	61	73	26	122	61	117	48	109	39	83	33	151	78	807	47
1966-67	185	65	85	27	179	79	172	61	111	34	77	30	190	88	1022	53
1967-68	228	70	152	43	206	82	198	61	193	56	139	49	221	88	1337	62

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 47 (c)

(Chapter XII—Para. 12.5.5.)

EASTERN ZONE]

Tabulating Machines (Rental and Maintenance)

(Amount in Thousands of Rupees)

Year	Calcutta		Asansol		Cuttack		Gauhati		Jalpaiguri		Jamshedpur		Muzaffarpur		Patna		Total for the Zone	
	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount	Amount	% Amount
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958	28	11	..	..	..	..	19	42	..	..	..	..	..	..	..	..	367	21
1959	80	20	27	45	..	..	36	41	26	65	..	..	..	..	30	47	414	21
1960	170	28	31	36	8	16	37	29	37	78	..	..	..	..	24	27	522	24
1961	261	33	15	13	21	32	14	08	24	34	32	27	13	15	26	22	697	27
1962-63	650	60	45	26	19	19	40	16	22	21	110	63	87	78	87	54	1628	49
1963-64	430	40	114	65	24	25	70	26	39	40	80	44	65	55	89	54	1333	43
1964-65	629	49	63	29	41	32	52	16	46	39	95	50	81	58	82	43	1484	44
1965-66	507	33	59	23	40	27	62	18	35	25	113	50	58	35	54	23	1401	38
1966-67	684	41	80	29	78	48	52	12	29	19	141	57	82	44	57	22	1774	45
1967-68	818	44	175	55	118	63	64	17	63	40	163	59	110	55	129	49	2159	52

The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 47 (d)

(Chapter XII : Para 12.5.5)

SOUTHERN ZONE

Tabulating Machines (Rental & Maintenance)

(Amounts in thousands of Rupees)

Year	Madras		Bangalore		Coimbatore		Hyderabad		Madurai		Machilipatnam		Trivandrum		Udipi		Thanjavur		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
1958	Rs.	..	..	..	..	..	..	..	Rs.	..	Rs.	..	Rs.	..	Rs.	..	Rs.	..	Rs.	..
1959	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
1960	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
1961	48	16	38	13	33	14	48	25	43	17	13	05	47	19	9	04	..	..	323	15
1962-63	46	10	135	33	43	12	53	17	52	18	54	15	53	13	37	12	..	..	538	17
1963-64	40	08	146	35	42	11	36	10	44	19	46	13	55	13	42	13	27	17	549	17
1964-65	48	08	243	48	47	11	51	13	54	21	45	11	61	13	49	14	33	23	678	19
1965-66	80	10	278	44	64	13	51	09	49	17	47	11	74	14	50	13	33	25	863	20
1966-67	99	11	424	59	79	15	74	12	51	16	52	12	93	16	66	17	34	28	1137	24
1967-68	187	21	606	74	90	16	50	07	66	19	64	13	119	21	87	21	48	25	1444	29

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 47(e)

(Chapter XII : Para 13.5.5)

WESTERN ZONE

Tabulating Machines (Rental & Maintenance)

(Amounts in thousands of Rupees)

Year	Bombay		Ahmedabad		Nagpur		Nasik		Poona		Rajkot		Satara		Surat		Total for the Zone	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
	Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.		Rs.	
1958	106	.30	..	..	..	..	..	..	16	.07	..	..	..	..	..	..	553	.15
1959	134	.25	..	..	..	..	..	..	..	..	..	..	16	.12	..	..	560	.60
1960	124	.16	..	..	..	..	..	..	..	..	..	..	16	.11	..	..	598	.16
1961	153	.15	..	..	6	.04	..	..	..	..	..	..	26	.11	..	..	946	.24
1962-63	331	.21	..	..	80	.38	..	..	..	..	..	..	54	.34	..	..	1616	.32
1963-64	342	.21	..	..	72	.31	..	..	..	..	..	..	46	.27	..	..	1498	.31
1964-65	630	.32	..	..	75	.28	..	..	2	.01	..	..	52	.28	..	..	1720	.33
1965-66	611	.27	..	..	80	.27	..	..	66	.22	..	..	72	.33	..	..	1788	.31
1966-67	820	.32	..	..	117	.36	..	..	59	.18	..	..	109	.45	..	..	2352	.38
1967-68	903	.31	93	.11	214	.59	5	.03	120	.32	6	.02	178	.66	3	.01	2922	.44

NOTE :—The % indicated is the ratio of the expenses to the first year and renewal premium income.

APPENDIX 47(i)

(Chapter XII — Para 12.5.5)

TABULATING MACHINES RENTAL & MAINTENANCE

Expenses of Central Office and Zonal Offices

Particulars	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
1. Northern Zonal Office	51	22	54	2	136	12	42	52	86	100
2. Central Zonal Office	..	..	..	..	..	..	..	..	..	..
3. Eastern Zonal Office	97	5	114	275	208	168	250	338	274	274
4. Southern Zonal Office	229	238	246	44	60	31	47	83	122	127
5. Western Zonal Office	48	49	58	124	147	124	125	374	1131	1331
6. Central Office	..	..	29	110	220	177	159	801	446	497

APPENDIX 48
(Chapter XII—Para. 12.7.2)
Details of Publicity Expenses

	1965-66	1966-67	1967-68
	Rs.	Rs.	Rs.
Advertisements	10,73,512	11,19,379	7,98,843
Commercial Broadcasting . . . . .	..	..	26,642
Hoardings :			1,22,423
Repairs, etc.	18,321	25,524	
Construction and Erection	73,839	73,111	
Site Rent and Licence Fee	77,737	47,339	
Neon Signs			41,007
Repairs, Maintenance, Municipal Taxes	18,135	31,610	
Construction of Neon Signs	66,183	18,622	
Bus Panels			93,825
Display and Maintenance	1,01,544	1,07,484	
Productions	80,202	..	
Exhibitions :—			
Fairs, Festivals, Selos and constructions, etc.	1,05,969	2,23,900	92,341
Slides :			42,862
Production	53,290	4,811	
Exhibitions	45,964	1,04,545	
Advertisement Pulls	32,370	22,018	9,091
Maintenance of Field Publicity Vans	1,51,890	1,71,886	2,04,658
Maintenance of Audio-Visual Equipment	28,401	22,929	14,450
Zonal House Magazines and Divisional Office News Letters	1,07,860	1,21,606	1,08,453
Enamel Sign Boards for Agents and De- velopment Officers	24,497	25,404	14,727
Public Notices	7,681	2,094	725

APPENDIX 48

(Chapter XII — Para 12.7.2)

Continued.....

	1965-66	1966-67	1967-68
Miscellaneous	31,286	29,084	57,001
Poster Frames	50,440	34,945	7,322
Leaflets	1,07,702	1,37,046	..
Exhibition of Films	76,637	36,419	1,44,768
Film Prints	41,316	8,902	..
Panels . . . . .	..	4,500	..
Puppet Shows . . . . .	..	13,913	..
Publicity Expenses of Foreign Department	1,05,644	84,106	1,04,514
Publication of Sales Aids . . . . .	..	..	1,07,369
Contingencies . . . . .	..	..	3,379
	24,80,420	24,71,177	19,94,340
CAPITAL ITEM :			
Film Production	4,80,016	2,57,254	1,08,204

APPENDIX 49

(Chapter XIII—Para 13.6.2)

Particulars of Reinsurances ceded from 11-57 to 31-3-68

Year	Reinsurance Premiums	Commissions	Claims	Profit Commission	Net outgo
1957 . . .	32,99,224	[2,49,082	6,92,381	2,58,515	20,99,246
1958 . . .	32,32,012	2,40,771	10,03,533	1,33,172	18,54,536
1959 . . .	29,58,329	[2,13,331	16,52,572	60,620	10,31,806
1960 . . .	34,50,184	2,52,832	10,35,104	3,00,391	18,60,857
1961 . . .	29,88,886	2,15,354	15,06,285	2,99,272	9,67,375
1962-63 . . .	*32,62,203	2,14,478	12,43,156	5,77,901	12,26,668
1963-64 . . .	29,65,242	1,89,754	11,17,882	3,77,192	12,80,414
1964-65 . . .	24,92,825	1,33,088	11,81,033	3,95,629	7,83,075
1965-66 . . .	23,63,229	1,16,718	11,34,219	3,17,214	7,95,078
1966-67 . . .	24,67,500	1,35,978	13,72,000	2,72,798	6,86,724
1967-68@ . . .	18,79,853	86,467	7,66,244	2,22,178	8,04,964

*15 months.

@ These are estimates—as the accounts for one reinsurer have not been ready.

APPENDIX 30

(Chapter XIII—Para 13.6.2)

Particulars of Reinsurances Accepted (from 1962-63 to 1967-68):@

Year	Premium	Commission	Claims	Profit Commission	Net income
	Rs.	Rs.	Rs.	Rs.	Rs.
1962-63*	40,151	17,256	..	..	22,895
1963-64	83,851	27,932	..	1,603	54,316
1964-65	1,24,476	27,955	..	9,328	87,193
1965-66	2,36,274	55,155	..	22,315	1,58,804
1966-67	3,84,740	76,592	9,526	35,048	2,63,583
1967-68	4,61,731	38,676	..	1,48,461	2,74,594

*15 months.

@ In respect of earlier years, there are no such transactions.

APPENDIX 51

(Chapter XIV—Para. 14.4.5)

Illustrative Summary referred to in paragraph No. 14.4.5.

I. ELIMINATION OF DUPLICATION OF WORK

<i>Present system</i>	<i>Extent of duplication</i>	<i>Suggestion</i>
1. The duplicate and original copies of Deposits Cash Book are maintained by the Branch and Divisional—Office respectively. All disposals of deposits have to be noted by both of these offices in the cash Books.	Noting of same items in same cash books by 2 different offices.	If deposits Accounting is mechanised noting by one of the offices can be dispensed with.
2. The first premium receipts are prepared by the Divisions and sent to Branches for issue. After issue the counterfoils of the receipts are returned to the Divisional Offices who check the same and issue the policy.	Counterfoil prepared by the D. O. and sent to Branch is returned after issue. While this is sent it has to be checked and again, after return it has to be checked ; additional movement of papers.	The Divisional Office may issue the receipt itself and take further action on the counterfoil.
3. In the case of Salary Savings Scheme policies and policies with monthly mode of premium payment the 2nd and 3rd instalments of premium though collected with first premium are adjusted later by Branch/P.H.S. Dept. of D.O.	The same records have to be looked into by two different departments for effecting premium adjustment ; additional movement of papers.	The Divisional Office New Business Dept. may adjust the 2nd and 3rd instalment of premium with the First Premium.
4. In the case of revivals, alterations, etc. the receipts are prepared by the Divisional Office and sent to Branches for issue.	The same deposit records have to be looked into by two offices for completing the revival etc. ; additional movement of papers.	The Divisional Office itself may issue these receipts by adjusting Branch deposits.

Disadvantages

II. BOOKS OF ACCOUNT

- | | | |
|---|---|---|
| 5. "Remittances Received" register is maintained separately from Income Cash books. | Same particulars of the remittances have to be entered once in "Remittances Received Register" and again in the cash books. | The register may be combined with the cash books and the accounting mechanised. |
|---|---|---|

APPENDIX 51 (contd.)

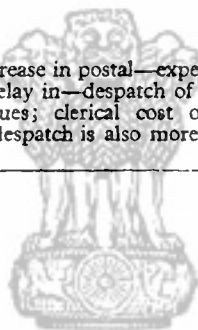
<i>Present system</i>	<i>Disadvantages</i>	<i>Suggestion</i>
6. The Banking Dept. of Central Office maintains 7 Cash books in respect of investments and income—from investments. In General Accounts Section of Central Office 2 consolidating summary books are maintained.	Analysis work is increased due to multiplicity of books. Hence more time is spent in preparing final accounts. More space is also required.	By mechanising the accounts work all these 7 books can be combined into one book and the 2 consolidating books can be deleted.

III. ISSUE OF RECEIPTS

<i>Present system</i>	<i>Disadvantages</i>	<i>Suggestion</i>
7. Receipts are issued by manual process.	Work is slower; more internal controls—required to prevent defalcation and these mean more cost.	Cash Register—Machines may be used.

IV. DESPATCH OF CHEQUES

8. Commission cheques for amounts less than—Rs.500/- have to be despatched under—certificate of posting.	Increase in postal—expenses; delay in—despatch of cheques; clerical cost of—despatch is also more.	Such cheques may be marked “Not negotiable” and sent by ordinary post.
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APPENDIX 53

(Chapter XV—Para. 15.5)

INTERNAL AUDIT DEPARTMENT

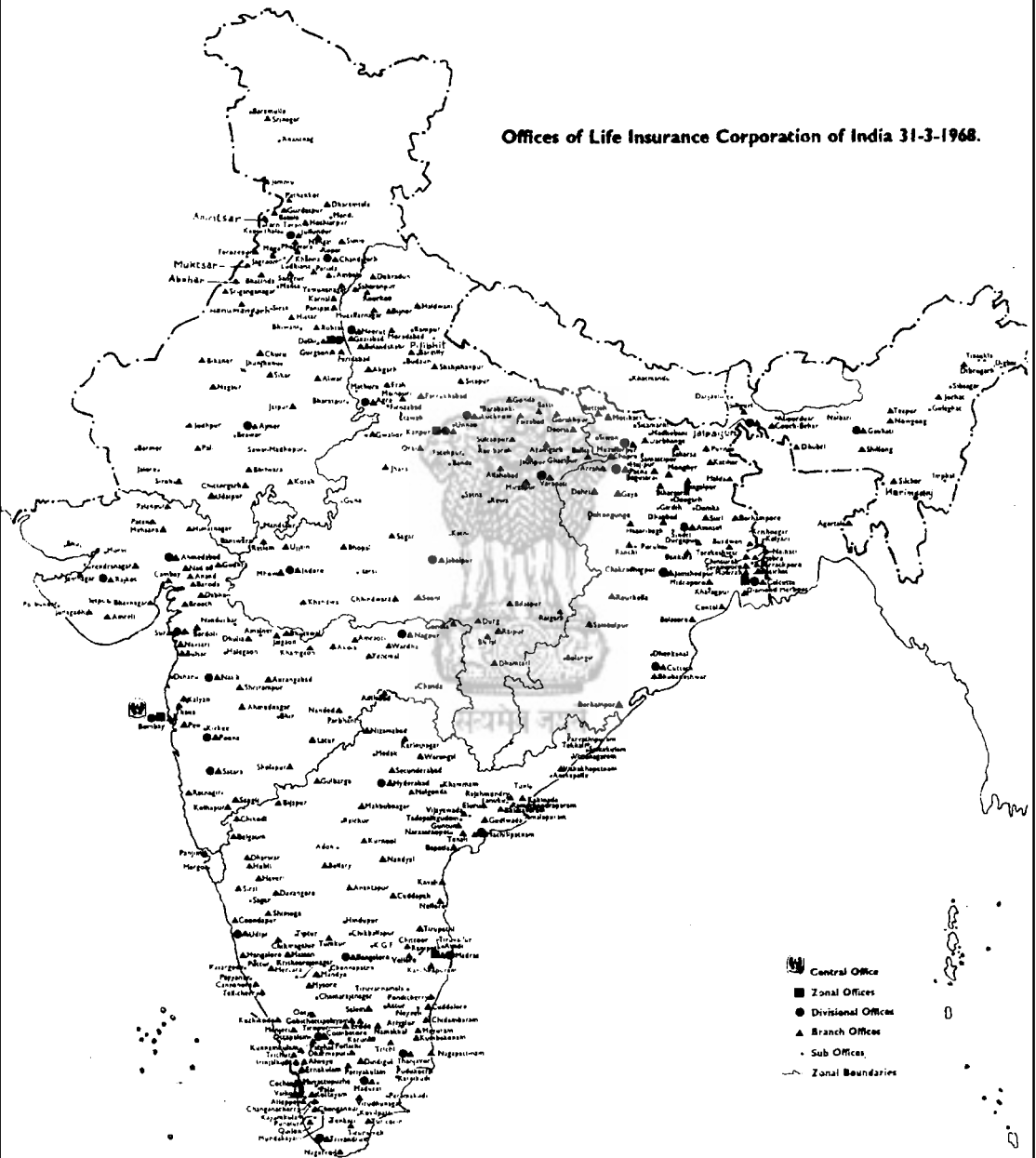
Statement showing the number of Audit Teams as at the end of every Financial Year

Internal Audit Departments	1958	1959	1960	1961	1962	31-3-63	31-3-64	31-3-65	31-3-66	31-3-67	31-3-68
Western Zone	8	9	9	11	11	10	11	11	9	11	11
Central Zone	9	10	6	5	5	5	5	5	5	5	6
Northern Zone	..	..	3	5	6	6	6	6	6	7	7
Southern Zone	7	9	10	8	8	8	8	11	10	11	11
Eastern Zone	6	10	10	10	11	13	12	11	12	11	12
Central Office	..	..	..	..	..	..	1	1	1	1	1
Total	30	38	38	39	41	42	43	45	43	46	48

NOTE :—(1) In the years 1958 and 1959 the Audit Departments for Central Zone and Northern Zone functioned as a combined office at Kanpur and was looked after by one Internal Auditor with common audit teams.

(2) Audit Teams for the General Insurance Business were added in 1967 and 1968.

Offices of Life Insurance Corporation of India 31-3-1968.



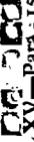
APPENDIX 53

(Chapter XV—Para. 15.5)

INTERNAL AUDIT DEPARTMENT

Statement of Expenses incurred in each Accounting Year

		(Amounts in thousands of Rupees)									
		1958	1959	1960	1961	1962-63 15 months	1963-64	1964-65	1965-66	1966-67	1967-68
Salaries (including all allowances, P. F. Contributions, Over- time, etc.)											
Class I Officers	Separate figures not available.		3.97	4.60	4.75	6.41	5.58	6.02	8.14	8.97	9.09
Class III and Class IV			2.28	3.37	5.36	8.01	6.17	6.75	8.51	9.56	11.22
Travelling Expenses			1.22	1.49	1.83	2.56	1.53	1.92	1.85	2.38	2.52
Other Expenses			14	46	96	1.28	1.07	1.04	1.17	1.32	1.82
TOTAL			7.61	9.92	12.95	18.26	14.34	15.73	19.67	22.23	24.65

APPENDIX 54

 (Chapter XV—Para 15.12)

Statement showing Salaries, Travelling and Miscellaneous Expenses of the Inspection Department of the Corporation

Details	1958	1959	1960	1961	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68
Salaries (including all allowances, P. F. Contributions, Overtime, etc.)					3,14,657	3,07,775	3,20,510	4,21,929	5,42,931	5,70,048
Travelling Expenses	33,617	15,199	38,558	47,372	76,075	89,246	83,174	79,122	85,160	99,087
Miscellaneous	1,813	2,296	2,536	2,746	2,981	3,480	7,074	6,519	8,498	9,754
TOTAL	35,430	17,495	41,094	50,118	3,93,713	4,00,501	4,10,758	5,07,570	6,36,589	6,68,889

NOTE :—1. The figures of Gross Salary and allowances drawn during accounting periods prior to 1-4-1962 are not available.

2. Travelling expenses and Miscellaneous expenses incurred by the Inspection Team at Bombay and the Inspection Co-ordination Department at the Central Office, from part of the Central Office expenses and are not available separately.

APPENDIX 36

(Chapter XVIII.—Para 18.4.5)

Statement showing Growth in Number of Various Types of Offices and New Business of the L.I.C.

Period	Number of Divisional Offices	Number of Branch & Sub-Offices	Number of Development Centres	New Business (in crores of Rupees) (in India)		Business in force at the end of the period in India (in crores of Rupees)
				Total	Rural	
I-1-1956 to 31-12-1957	33	240	..	328.08	N.A.	1374
Y.E. 31-12-1958	33	322	..	337.45	N.A.	1584
Y.E. 31-12-1959	34	345	..	417.69	N.A.	1855
Y.E. 31-12-1960	35	387	74	486.02	N.A.	2176
Y.E. 31-12-1961	35	442	131	598.79	182.59(30.5)	2623
Y.E. 31-3-1963 (15 Months)	36	519	175	734.72	233.45(31.8)	3051
Y.E. 31-3-1964	36	528	183	692.50	209.40(30.2)	3458
Y.E. 31-3-1965	36	533	181	689.97	197.84(28.7)	3766
Y.E. 31-3-1966	36	539	176	789.20	220.62(28.0)	4282
Y.E. 31-3-1967	36	549	162	757.86	217.22(28.7)	4593
Y.E. 31-3-1968	36	549	152	835.28	235.46(28.2)	5116

NOTES: (1) N.A.—Not available.

(2) Figures within brackets indicate percentage of rural business to total business.

(3) The figures do not include Indian Register business from foreign countries direct.

APPENDIX 57

(Chapter XVIII: Para. 18.4.6)

Statement showing growth of the Offices of the L. I. C.—Zones:

AS AT	Northern Zone					Central Zone					Eastern Zone					Southern Zone					Western Zone					Total				
	Div. Offices	Branches	Sub-Offices	Dev. Cent-Offices	Dev. Cent-Offices	Div. Offices	Branches	Sub-Offices	Dev. Cent-Offices	Dev. Cent-Offices	Div. Offices	Branches	Sub-Offices	Dev. Cent-Offices	Dev. Cent-Offices	Div. Offices	Branches	Sub-Offices	Dev. Cent-Offices	Dev. Cent-Offices	Div. Offices	Branches	Sub-Offices	Dev. Cent-Offices	Dev. Cent-Offices	Div. Offices	Branches	Sub-Offices	Dev. Cent-Offices	Dev. Cent-Offices
31-12-1957	4	27	..	..	..	5	30	1	..	..	8	51	14	..	..	8	44	26	..	..	8	43	4	..	..	33	195	45	..	..
31-12-1958	4	27	9	..	..	5	39	18	..	..	8	55	30	..	..	8	43	42	..	..	8	45	14	..	..	33	209	114	..	..
31-12-1959	4	34	9	..	..	6	45	19	..	..	8	56	30	..	..	8	57	30	..	..	8	48	17	..	..	34	240	105	..	..
31-12-1960	4	38	15	12	6	7	47	23	18	8	62	28	12	8	63	36	36	29	8	57	18	3	3	3	35	267	120	74	..	..
31-12-1961	4	49	27	19	7	7	54	22	30	8	64	28	27	8	78	39	42	8	65	16	13	3	3	3	35	310	132	131	..	..
31-3-1963	4	57	29	25	7	7	60	27	46	8	69	35	46	9	89	60	28	8	65	28	30	3	3	3	36	340	179	175	..	..
31-3-1964	4	60	27	25	7	7	69	17	49	8	71	30	45	9	110	46	33	8	69	29	31	3	3	3	36	379	149	183	..	..
31-3-1965	4	64	25	23	7	7	69	16	49	8	71	30	44	9	110	47	37	8	74	27	28	3	3	3	36	388	145	181	..	..
31-3-1966	4	65	26	19	7	7	70	16	48	8	71	30	43	9	111	49	39	8	84	17	27	3	3	3	36	401	138	176	..	..
31-3-1967	4	66	24	18	7	7	65	21	45	8	77	28	38	9	116	47	35	8	90	15	26	3	3	3	36	414	135	162	..	..
31-3-1968	4	65	22	19	7	7	65	21	40	8	77	29	37	9	116	48	32	8	91	15	24	3	3	3	36	414	135	52	..	..

APPENDIX 58

(Chapter XVIII: Para. 18.4.6)

Statement showing growth of New Business of the L. I. C.—Zone-wise

(In crores of rupees)

(Business within India)

Year/Period.	Whole Corporation		Northern Zone		Central Zone		Eastern Zone		Southern Zone		Western Zone	
	Total		Total		Total		Total		Total		Total	
	Rural	Total	Rural	Total	Rural	Total	Rural	Total	Rural	Total	Rural	Total
1-9-1956 to 31-12-1957	328.08	N.A.	42.00	N.A.	45.13	N.A.	76.79	N.A.	87.48	N.A.	76.68	N.A.
1958	337.45	N.A.	42.89	N.A.	43.62	N.A.	78.78	N.A.	89.96	N.A.	82.20	N.A.
1959	417.69	N.A.	54.09	N.A.	54.48	N.A.	96.15	N.A.	113.01	N.A.	99.96	N.A.
1960	486.02	N.A.	72.93	N.A.	63.50	N.A.	113.28	N.A.	122.85	N.A.	113.46	N.A.
1961	598.79	182.59 (30.5)	96.36	28.99 (30.1)	79.32	26.49 (33.4)	138.91	39.15 (28.2)	151.68	64.47 (42.5)	132.50	23.49 (17.7)
Period ending 31-3-63	734.72	233.45 (31.8)	114.77	30.93 (27.0)	104.92	39.78 (37.9)	141.25	46.11 (32.6)	201.66	86.36 (43.3)	172.12	29.22 (17.0)
1963-64	692.50	209.40 (30.2)	103.00	24.67 (24.0)	93.68	32.38 (34.6)	135.54	43.90 (32.4)	186.41	78.95 (42.4)	173.87	29.50 (17.0)
1964-65	689.97	197.84 (28.7)	93.58	20.59 (22.0)	88.98	28.73 (32.3)	141.55	45.59 (32.2)	184.27	73.16 (39.7)	181.59	29.77 (16.4)
1965-66	789.20	220.62 (28.0)	106.57	24.22 (22.7)	99.40	31.33 (31.5)	164.18	49.29 (30.0)	211.40	87.07 (39.3)	207.65	32.71 (15.8)
1966-67	757.86	217.22 (28.7)	97.51	20.68 (21.2)	96.91	33.14 (34.2)	156.06	47.71 (30.6)	210.88	84.67 (40.2)	196.50	31.02 (15.8)
1967-68	835.28	235.46 (28.2)	113.47	24.95 (22.0)	114.56	36.94 (32.2)	166.38	53.98 (32.4)	216.98	82.98 (38.2)	223.89	36.61 (16.3)

NOTES : (1) N.A. — Not available.

(2) Figures within brackets indicate percentage of rural business to total business.

(3) The figures for the "Whole Corporation" do not include Indian Register business from foreign countries direct.

Chart showing Functions of the various Offices of the Life Insurance Corporation of India

(NOTE 1.—Functions pertaining to the General Insurance Department have not been included)

Functions	Central Office	Zonal Office	Divisional Office	Branch Office
I. ACTUARIAL				
(A) New Business	<p>(a) Policy matters relating to and drawing up of prospectus premia rates and policy conditions.</p> <p>(b) Standards regarding underwriting procedures, forms—review thereof.</p> <p>(c) Reinsurance arrangements</p> <p>(d) Underwriting standard lives beyond Rs. 2 lakhs and sub-standard lives beyond Rs. 1 lakh.</p>	<p>(a) Transmission of literature to the Divisional Offices.</p> <p>(b) Directions to Divisional Offices regarding underwriting procedures in the light of C.O. instructions.</p> <p>(c) ..</p> <p>(d) Underwriting standard lives above Rs. 1 lakh upto Rs. 2 lakhs; sub-standard lives above Rs. 50,000 and beyond Rs. 3 lakhs in certain special classes of business.</p>	<p>(a) Distribution of literature to Branches.</p> <p>(b) ..</p> <p>(c) ..</p> <p>(d) Underwriting standard lives upto Rs. 1 lakh sub standard lives upto Rs. 50,000; upto Rs. 3 lakhs in certain classes of business, follow up of incomplete proposals; Age admission at proposal stage; Printing and issue of policies; Maintenance of proposal index cards & declined index cards—Maintenance of valuation and premium Master Cards and Adrema Plates.</p>	<p>(a) Distribution of literature to the field staff.</p> <p>(b) ..</p> <p>(c) ..</p> <p>(d) Scrutiny and registrations of proposals; forwarding same to Divisional Office; Follow up of incomplete proposals issue of First Premium Receipts.</p>

(e) Mortality investigations	(c)	..	(e)	..
(f)	..	(f) Rules for Medical examination and supervision over medical examiners' appointments.	(f) Appointment of Medical Examiners; maintenance of medical examiners' records and index cards ensuring equitable distribution of cases among medical examiners.	(f) Payment of Medical fees; maintenance of medical examiners' records; Ensuring equitable distribution of cases among medical examiners.
(a) Policy and procedure relating to revival of lapsed policies, review of underwriting methods, underwriting of revival cases on standard lives beyond Rs. 2 lakhs and sub-standard lives beyond Rs. 1 lakh.	(a) Underwriting revival cases on standard lives above Rs. 1 lakh upto Rs. 2 lakhs; on sub-standard lives above Rs. 50,000 upto Rs. 1 lakh and beyond Rs. 3 lakhs in certain special classes of business.	(a) Underwriting revival cases upto Rs. 1 lakh on standard lives and upto Rs. 50,000 on sub-standard lives and upto Rs. 3 lakhs in certain special classes of business.	(a) Acceptance of premiums required for revival and advising the Divisional Office for further action.	
(b) Technical advice in respect of procedures, problems and individual references—circulars on the subject.	(b) Technical advice in respect of procedures, problems, etc., as transmitted by Central Office.	(b) Correspondence with policy holders on all matters relating to services.	(b) Attending to simple queries from policy-holders re: premium and premium payments.	
(c)(i) Policy decisions re: functions including claim settlement.	(c)(i) Dealing with references and as when received.	(c)(i) Issue of premium notices and final default notices.	(c)(i) Collection of premiums & other amounts in default; issue of other default notices.	
(ii)	..	(ii) Maintenance of policy registers, files and index of D.O.; Adrena plates & valuation & premium master cards.	(ii) Maintenance of policy registers files & index of the Branch.	
(iii)	..	(iii) Registration of nominations and assignments.	(iii) Assistance to Policy-holders in these matters.	

(B) POLICYHOLDERS
SERVICING

Functions	Central Office	Zonal Office	Divisional Office	Branch Office
	(iv) ..	(iv) ..	(iv) Alterations and paid up—actions	(iv) ..
	(v) ..	(v) ..	(v) A.N.F. Notices and records.	(v) ..
	(vi) ..	(vi) ..	(vi) Loans on policies and surrenders.	(vi) Collection of Loan interest.
	(vii) <i>Ex-gratia</i> payments in settlement of claims above Rs. 10,000/-	(vii) Sanction of payment of death claims of Rs. 1 lakh and above; ex-gratia payments upto Rs. 10,000/-.	(vii) Settlement of maturity claims and payment death claims upto Rs. 1 lakh.	
	(viii) ..	(viii) ..	(viii) Age admission after issue of Policy.	(viii) Assistance to Policy-holders in these matters.
	(ix) ..	(ix) ..	(ix) Follow up and adjustment of amounts kept in deposit.	(ix) Follow up and adjustment of amounts kept in deposit under D.O.s direction.
ACTUARIAL PURE	Actuarial Valuation for the Corporation.	Actuarial valuation of the policies relating to the Zone as directed by the Central Office.	Compilation & submission of data schedules of the Divisions for valuation.	..
II. ACCOUNTS:	(a) Standardisation and review of Accounts Procedure and forms.	(a) Advice to D.O.s on accounting matters and procedures.	(a) Guidance to Branches in respect of such accounts as may be maintained by them.	..
	(b) Budget for C.O., consolidation of Zonal budgets to prepare Budget for Corpn. Review of Budget.	(b) Budget for Z.O., consolidated budget for the Zone—Review of Budget of Zone & Divisions, if necessary.	(b) Budget for D.O.; consolidated budget for the Division—Review of budgets of the Division and Branches.	(b) Preparation of Branch Budget for certain items for inclusion in budget of the Division.

(c) Maintenance of accounts for Central Office & Consolidation of Zonal Accounts to prepare Revenue A/c and Balance sheet, arrangement for audit.	(c) Maintenance of accounts for Zonal Office—preparation of consolidated Accounts for the Zone.	(c) Maintenance of accounts for D.O.—Preparation of trial balance for the Division after scrutiny of Branch Returns.	(c) Maintenance of daily cash income books, cash paid books, Bank A/c, collecting Bank A/cs and submitting same to D.O. periodically.
(d) General Accounts for investments of the Corporation (other than real estate) [Please also see item No. (c) under Investment functions].	(d) ..	(d) ..	(d) ..
(e) Returns under the Insurance Act.	(e) ..	(e) ..	(e) ..
(f) ..	(f) Maintenance of Provident Fund accounts for the Zone. (Note:—The P. F. Accounts for C. O. staff are maintained by the Western Zonal Office).	(f) ..	(f) ..
(g) ..	(g) Maintenance of house property for the Zonal area.	(g) ..	(g) ..
(h) ..	(h) ..	(h) Settlement of renewal bonus & hereditary commission to agents and maintenance of their accounts.	(h) Settlement of agents' Commission on first instalment of premium.
(a) Planning of Development of new business—opening of new offices—Review and subsequent steps.	(a) Implementation of Dev. programme for the Zone—Review of progress—Divisional Managers' conference in that connection.	(a) Execution of Development programme for the Division—Review of Devl. Officers work, Branch progress and tours of Branch Officials—Branch Managers.	(a) Review of Dev. Officers' business progress & their tours and development of Branch Office Sub-mission of periodical business statements to the Divl. Office.

Functions	Central Office	Zonal Office	Divisional Office	Branch Office
			conference — Supervision & control over Branch Field organisation.	
	(b) Policy matters relating to Branch Managers, Dev. Officers and Agents in consultation with Personal Department.	(b) Maintenance of Service records for Development Officers, promotion, dismissal etc. of Dev. Officers.	(b) Maintenance of Agents & Development Officers records; all administrative matters connected with Development Officers.	(b) Maintenance of Agents and Development Officers' records.
	(c) Training programmes for Branch Managers, Dev. Officers and Agents.	(c) Implementation of training programme for Branch Managers and Development Officers.	(c) Training programme for Agents.	..
	(d) Development Research	(d) ..	(d) ..	..
(e) ..	..	(e) Organisational and cost (budget) control over Branches and Development Officers.	(e) Maintenance of Business records of agents, Dev. Officers and Branches— —Compilation of centre-wise business records Cost (Budget) control.	(e) Maintenance of Development Officers & Agents Business records.
(f) Planning for rural development and guidance to Divisions on organisational matters.	..	(f) Planning for rural development and guidance to Divisions on organisational matters.	(f) Guidance to Branches on rural development and organisation.	..
(g) ..	..	(g) ..	(g) Renewal of Agents' licence—extension of agencies.	(g) Appointment of agents and procurement of licence for them.
(h)	..	..	..	..

IV. DEVELOPMENT OF FOREIGN BUSINESS :

Policy supervision and control of the foreign business of the Corporation in all its aspects.

V. PERSONAL AND ESTABLISHMENT

(A) Personnel

- | | | |
|--|---|--|
| <p>(a) Policy matters relating to all categories of staff regarding recruitment, promotion, transfers disciplinary action etc., Consideration of demands of and negotiation with various staff Associations—Matters relating to individual employees requiring consideration at Central Office level Staff statistics — Parliamentary matters.</p> | <p>(a) Advice and direction to Divisional Offices on matters—enforcement of service rules at all offices in the Zone—Implementation of recruitment, promotion, transfers and disciplinary action as may be decided by Central Office.</p> | <p>(a) Dealing with personnel matters under directions of Zonal Office & Central Office.</p> |
| <p>(b) Maintenance of service records for all officers of the Corporation and other staff at C.O.</p> | <p>(b) Maintenance of service records for all administrative staff in the Zone.</p> | <p>(b) Maintenance of service records for all administrative staff in the Division.</p> |
| <p>(c) Maintenance of leave accounts, payments and other matters pertaining to Central Office staff.</p> | <p>(c) Maintenance of leave accounts, payments and other matters pertaining to Zonal Office staff.</p> | <p>(c) Maintenance of leave accounts, payments and other matters pertaining to Divisional Staff.</p> |
| <p>(d) Direct recruitment of Class I Officers and determination of general procedure for recruitment at Zonal and Divisional level—Recruitment of staff for C.O.</p> | <p>(d) Supervision over recruitment of Class III and IV staff in the Zone according to procedure.</p> | <p>(d) Recruitment of Class III and IV staff for the Division.</p> |

Functions

Central Office

Zonal Office

Divisional Office

Branch Office

(e) Procedure for training programme for officers and staff—Rules for Departmental promotion tests.

(e) Implementations of training programme for staff and departmental promotion tests according to procedure.

(e) Execution of training programme for staff and conduct of examinations.

(f) Fixation of Powers under staff regulations and financial powers.

(f)

..

(f)

..

(f)

(g) Sanction for writing off loss on sale or book value of assets.

(g) Sanction upto Rs. 1000 for writing off loss on sale or book value of assets.

(g) Writing off as directed by the Zonal Office.

(h) Work relating to the Board and various committees (except Investment committee.)

(h)

..

(h)

..

(h)

(B) Establishment

(a) Inventory for maintenance of furniture equipment at Central Office. Purchase for Central Office—Sanction for purchase of non-standard items costing above Rs. 5,000.

(a) Inventory for and maintenance of furniture and equipment at Zonal Office—purchases for Z. O. sanction for purchase of non-standard items cost (above Rs. 1000. upto Rs. 5,000).

(a) Inventory for and maintenance of furniture and equipment at D.O.—Inventory for furniture etc. at Branch—Purchase for D. O.—Purchase of non-standard items upto Rs. 1,000.

(a) Inventory for and maintenance of furniture and equipment at Branch.

(b) Sanctioning major repairs to equipment costing more than Rs. 5000. Maintenance of staff cars.

(b) Sanctioning major repairs to equipment costing more than Rs. 1,000 upto Rs. 5,000 Maintenance of staff cars.

(b) Executing repairs to equipment upto Rs. 1000.

(b) Any execution of repair as may be directed by the D.O.

(c) Printing of Literature supply to the departments of the Central Office.	(c) Printing of forms etc. for the Zone—Stationery and Literature supply to D.Os. stationery supply for Z. O. departments.	(c) Stationery and literature supply to the Divisional office and branches.
(d) Inward and Outward Mail service for the C.O.	(d) Inward and Outward Mail service for Zonal Office.	(d) Inward and Outward Mail services for D.O.
(e) Sale of surplus or scrapped equipment at Central Office, Sanction for sale of surplus materials above Rs. 2,000.	(e) Sale of scrapped (equipment) and sale of surplus equipment upto Rs. 2,000.	(e) Sale of these equipments as directed by Z.O.
(f) Capital Budget of Water Coolers, Franking machines, Staff Cars, Policy, decision for supply, decision for approval of models of equipments, fixing servicing arrangement.	(f) Capital Budget for Zone and Zonal Office.	(f) Capital Budget for Division.
(g) Organisation of conferences, etc at C.O.	(g) Organisation of conferences etc., at Zonal Office.	(g) Organisation of conferences at Divisional Office.
(a) Stock Exchange	(a) Investment Policy and investment of Funds as may be advised by the Investment Committee or approved by the Executive Committee or Board.	(a) Organisation of Branch Office.

VI. INVESTMENT :

Functions	Central Office	Zonal Office	Divisional Office	Branch Office
	(b) Redemption of Securities.	(b) ..	(b) ..	(b) ..
	(c) Investment Ledgers (Please also see items (d) under Accounts functions).	(c) ..	(c) ..	(c) ..
	(d) Statutory Returns	(d) ..	(d) ..	(d) ..
	(e) Investment Research	(e) ..	(e) ..	(e) ..
(B) Buildings	(a) Planning and Implementation of building construction programme—Development of Corporation's Properties.	(a) Supervision of all building activities in the Zone.	(a) ..	(a) ..
	(b) Preparation of budget for the building programmes of the Corporation.	(b) Preparation of budget relating to the buildings in the Zone.	(b) ..	(b) ..
	(c) ..	(c) Maintenance of existing real estate repairs upto Rs. 10,000 legal action connected therewith.	(c) Repairs to house properties upto Rs. 1,000	(c) ..
	(d) ..	(d) Collection of rent, letting out premises upto Rs. 1,000 p.m., payment of house property expenses at Zonal Headquarters at Zonal Headquarter.	(d) Collection of rent and payment of house properties expenses in the Divisional area as ordered by Zonal Office.	(d) ..
(C) Mortgages	(a) Policy decisions and procedural matters.	(a) ..	(a) ..	(a) ..

(b) Guidance on Legal and Title matters. (f) .. (b) .. (b) ..

(c) Appointment of Legal Advisers and Penal Valuers. (c) .. (c) .. (c) ..

(d) Sanction of loan above Rs. 2,50,000. (d) Sanction of loans above Rs. 50,000 upto Rs. 50,000/ payment of charges in respect of the properties in possession; payment of expenses incidental to advance of the loan.

(e) Compromise of cases and writing off bad debts. (e) .. (e) ..

(f) .. (f) Supervision of mortgage loans and maintenance of relative accounts. (f) Supervision of OYH Loans and maintenance of relative accounts. ..

(g) .. (g) Scrutiny and forwarding of proposals for higher amounts to Central Office. (g) Scrutiny and forwarding of proposals for higher amounts (OYH Loans) to Zonal Office. ..

VII. LEGAL GAL

(a) Legal matters pertaining to staff—legal advice. (a) As may be directed by the Central Office. (c) ..

(b) .. (b) Advice to Office on doubtful claims and decision-regarding repudiated claims. (b) ..

Functions	Central Office	Zonal Office	Divisional Office	Branch Office
	(c) ..	(c) Legal Advice and sanction for all legal proceedings in the Zone.	(c) As may be directed by the Zonal Office.	..
III. Internal Audit :				
	(a) Policy matters relating to nature and procedure for internal audit and standards for drawing up reports.	(a) ..	(a) ..	..
	(b) Carrying out the Internal Audit of Central Office Accounts.	(b) The Zonal Teams under C. O. carrying out verifications and audits of all offices in the Zone and submit relevant reports to the audited unit, Zonal Office and Central Office.	(b) ..	..
	(c) Follow up of the compliance reports submitted by the Zonal Audit Department.	(c) ..	(c) ..	..
	(d) Submission of periodical summaries of audit reports to Executive Committee.	(d) ..	(d) ..	..
IX. Inspection				
	(a) Policy matters relating to the nature and procedure for inspection and standards for drawing up reports.	(a) ..	(a) ..	(a)

(b) Follow up action in respect of the Inspection reports.	(b) The Zonal teams work under Central Office carrying out the inspection of all the Offices in the Zone and submit relevant reports to the unit, Zonal Office and Central Office.	(b)	..
(c) Submission of periodical summaries of the reports to Executive Committee.	..	(c)	..
X. Organisation and Methods.	(a) Policy relating to O. & M Work.	(a)	..
	(b) Review of procedures in the light of experience with a view to simplify and improve them.	(b)	..
	(c) Examination of work loads staff requirements, etc.	(c)	..
	(d) Suggestion of economy measures.	(d)	..
XI. Publicity	(a) Planning of Publicity programme, budget, allocation of sanction to various offices re-view of publicity budget.	(a) Control over and review of publicity activities in the Zone and mobile publicity in the zone.	(a) Implementation of activities as directed by the Zonal Office.

Functions	Central Office	Zonal Office	Divisional Office	Branch Office
(b) Public Reactions—Publication of "YOGA-KSHEMA".	(b)	..	(b)	..
(c) Preparation of sales aids.	(c)	..	(c)	..
(d) Special problems related to rural development—maintenance of general contracts with Government Departments.	(d)	..	(d)	..
N.II. Integration	(a) Planning for decentralisation of the work of I.H.O. and I.B.O. Units and ensuring a uniformity of procedures.	(a) Co-ordination of decentralisation of policies in consultation with Central Office and other Zonal Offices. Supervision over building up complete records for servicing for purpose of decentralisation—Accounting procedures for transfer of policies. Servicing of existing business of the units at Zonal Headquarter through I.H.O., I.B.O. groups.	..	(a)
(b) Streamlining the procedure to expedite settlement of old claims and complaints from policy holders.	(b) Implementation of the procedure and dealing with the complaints.	(b) Execution of the directions of Zonal Office.	(b) Execution of the directions of Divisional Office.	

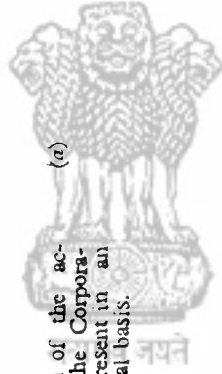
XIII. Electronic Data Processing.

(a) Automation of the activities of the Corporation at present in an experimental basis.

(a)

(a)

(a)





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